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The Business Paper of the Warehouse Industry

Vol. 25, No. 12

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December, 1926

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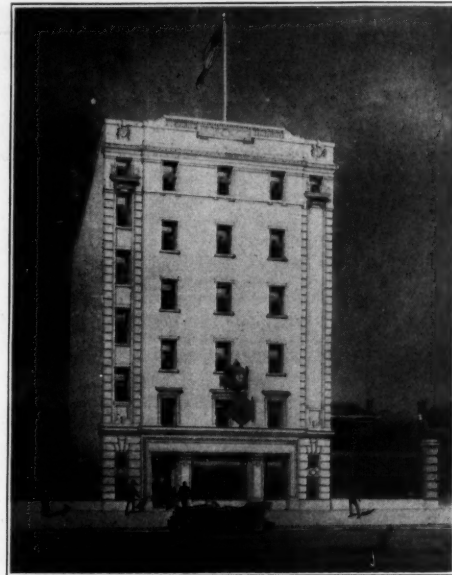
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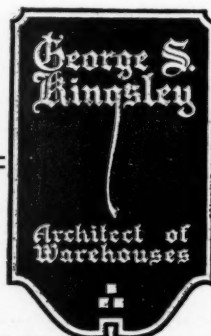
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The Business Paper of the Warehouse Industry

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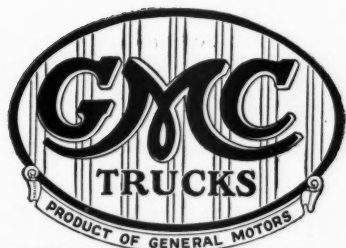
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DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

Volume 25

NEW YORK, DECEMBER, 1926

No. 12

Public Warehousing and Economic Distribution

Number 21

Utilizing the Public Warehouse to Reduce the Evils of Consignment Selling

By H. A. HARING

THERE is hardly an industry whose national organization has not a standing committee on "Trade Relations" or some similar title. With as much regularity as the annual conventions, this committee in its report emphasizes the evils of "consignment selling." Each report brings forth new evidence of abuses that flow from this method of "selling" goods, the losses that come to the manufacturer and jobber therefrom, and usually ends by appealing to members to quit "forcing goods on unwilling retailers" through this method.

The printed proceedings of nine trade conventions which I have recently had occasion to read show that seven of them discussed this old, yet ever new, disturbance of peaceful trade relations. Of the seven, however, only two "did anything about it" other than make words for the stenographic record.

Those two, interesting to relate, recommended the more general use of public warehouses as the best means to reduce this unethical practice.

In these two instances the recommendation is to the effect that by tactful use of the public warehouse a manufacturer (or jobber) can entirely escape consignment sales; but that if he has any doubts as to the effectiveness of warehousing, it is a simple matter to make a cautious beginning by cutting down the volume of consignment stocks in hands of retailers.

At the same time that this is done, the manufacturer is urged to allocate warehouse stocks conveniently near at hand; and then gradually teach the customer to "run to the warehouse" when he has "a chance to make a sale of the goods."

CONSIGNMENT selling has always been fraught with difficulties. Its very basis sign-posts the danger. For, in every instance where goods go out on

consignment contract, the seller is trying to move them upon buyers who will not, for some reason, order them and pay for them on the terms of the trade.

The buyer belongs to one or the other of two classes:

(1) Either he does not possess confidence enough in the goods to stake

his own money in stocking them; or,
(2) He has not the capital to purchase them outright.

Either situation entails a risk for the seller, be that seller the manufacturer in his dealings with jobber or retailer, or be that seller the jobber in his dealings with retailers. Consignment selling exists under both conditions. It is, in fact, rife throughout our whole commercial system.

The consignment contract, when stripped of its long-worded language, means that the seller ships his good to the consignee "to be charged to you and paid for if you can sell them; if you can't, to be returned to the shipper." The consignee, under the law, is the agent of the seller.

Manufacturers by this method try to stimulate sales.

A Detroit broker, who does vast volumes of consignment selling for his principals, states his purpose in this fashion:

"If I can get my lines on the retailer's shelf, there's no room for the other fellow to toe in with his goods."

And yet, at one of the conventions of 1926, this same principal was reported (not in that city but at another location) as having put out \$340,000 of goods on consignment during the year in one city and having run into five suits with trustees in bankruptcy and as facing losses close to \$21,000 as the result of their over-selling that market.

It is evident from the reports of "Trade Relations" committees that, where goods are out on consignment, the effort of the retailer to return them is usually met by objection from the manufacturer. The manufacturer realizes that his wares are slightly shopworn, possibly deteriorated. It is a certainty that the retailer will now "charge back" the freight which originally he paid, in addition to making the re-shipment with "freight to follow the goods." All the selling expense, with or without salesmen's commissions, now becomes a dead loss.

It therefore results, according to these committee reports, that the manufacturer renews his effort to force the retailer's hand. He appeals for "one more effort to move them onto the consumer"; he urges "another thirty days' time"; he tempts the retailer "with another five off list."

The report of one such committee runs thus:

"Once a consignment, always a consignment; if a retailer once gets inoculated with the consignment bacteria he is a danger spot for the whole trade; he is doing business on the manufacturers' capital; and it's a dead sure proposition that he will keep his own money in his sock and let the eager manufacturers take all the risks of his business."

Many retailers, as may be surmised, like consigned stocks. They keep the merchandise sent them on this basis and are apparently glad to have it. Why shouldn't they?

If, furthermore, the commodity is one that is subject to price fluctuations, the perils are doubled.

Remarked the sales manager of an important cannery:

"A drop of ten cents a case shows me how much we have out on consigned accounts. The salesmen on their rounds are driven to write us letters requesting return of goods—either out and out cancellations or veiled demands for a ten-cent allowance. But just as sure as the price goes up ten cents, we have a chance to invoice the consigned stuff. And—sure as shooting—a lot of fellows will begin to advertise over-stocks or mark-downs or clearances and, first thing we know, some one is slashing the price a cent or two a can—giving away several times the ten-cent profit that he's managed to wriggle out of us."

This comment hints another guise of the consignment evil. As an argument

Consignment Selling and the Warehouse

LEGAL pitfalls, along with the unethical and uneconomic practices of consignment selling, may be avoided by using the public warehouse as a substitute for such selling in marketing. Mr. Haring points out in this twenty-first of his series of articles on "Public Warehousing and Economic Distribution."

"Common sense," the author declares, "supports the plan" of substituting the public warehouse, and "business caution reinforces all the arguments for it"—and in the accompanying text he points out why.

The twenty-second article of this series will appear in an early issue.

to the dealer to accept consigned stocks, a favorite device is to magnify the likelihood of a price advance. Buyers everywhere pride themselves on their "stand-ins" with salesmen to get "protection at the old price" in a rising market, but the buyer of consigned goods has a further advantage. In his case, the goods are already on hand when the advance is effective.

Such threats of advancing prices are especially common, as an argument for accepting consigned goods, in the hardware trades, the canning industry, the tire business, the confectionery trades (where the price rises and falls with sugar quotations) and, of course, with many others.

Risks for the Seller

CONSIGNED goods, in the eye of the law, are not "sold." They remain the property of the manufacturer (or similar seller). They do not belong to the dealer on whose shelves they lie.

The manufacturer, when selling on consignment, is deliberately over-selling his product. He endeavors to stretch his sales beyond natural and normal limits. A dozen reasons may support the act in

his own mind—or in his explanations to bankers and boards of directors—but the fact is just a plain case of "forcing goods on unwilling buyers."

Deliberately, for that purpose, the manufacturer lets his goods go out, but without being able to transfer their value on his books from "inventory of finished goods" to "accounts receivable." The charge must, on the contrary, be set up into some form of "suspense account" or (if his bookkeeping is honest) frankly into "consigned goods account," and yet the element of "suspense" is so great that no professional auditor ever regards the goods as "sold," nor does the banker smile with pleasure when he analyzes the statement.

For, to repeat, consigned goods are not "sold." They remain, all the time, the property of the shipper.

Out in Chicago, less than a year ago, the owner-manager of what is perhaps the largest radio shop in that city happened to mention to me his custom of having all incoming shipments billed on the C. O. D. basis. The remark was decidedly surprising for two reasons:

(1) Because consigned selling features to vast proportions in radio merchandising; and,

(2) Because his particular firm is known to be rich and its custom sought by every radio maker.

The forthcoming explanation was illuminating:

"When I buy C. O. D." said he, "the goods are mine. I must sell them to get my money back. My stock of goods is like a Mogul locomotive—it's shoving me every minute to sell radios. But if I buy on thirty days' time, the goods belong to the jobbers for that time. If I can't sell them, I have thirty days to send them back. And if I took them in on consignment, I would have all winter, and if they hadn't been sold by St. Patrick's Day I could send them back. That would be a bad situation, because that old Mogul I dread wouldn't be pushing me half so hard. In my secret heart I'd know every day that I could step off the track and let the Mogul go by and then save myself by returning the radios. Consigned selling invites laziness for the dealer, because he hasn't a cent at stake. He's gambling with the jobber's dollars."

In consignment selling, the law provides that title rests with the manufacturer. The consignment contract, where a formal one is used, makes an identical provision.

The goods are handed over to the dealer for the performance of a specific act (selling), under an obligation to return the goods or their value to the manufacturer. The term "bailment" in the law covers such an arrangement, that term being the same as the one which covers the warehouseman's contract with the owner of stored goods. The dealer, with consigned goods, never owns them, nor has he title to them, although they are in his possession to be disposed of "as agent" for the factory that made them.

The risks that arise come, largely, because consigned goods are forced upon the dealer. Reluctantly he accepts goods

in which he has not enough faith to venture his own cash or because he is unable to pay outright for them. Either condition is dangerous for the factory, and it is not surprising to find that business failures among retailers and jobbers regularly bring to light huge stocks of consigned merchandise.

Of the traders (retail and wholesale) who went through bankruptcy of a recent year, according to a law journal, 78 per cent held more or less consigned stock. Approximately 35 per cent of such failures proved to have over one-half of their merchandise in this class.

They were gambling with the other fellow's dollars; when trouble broke, the loss fell on the fellow whose money was at stake.

Retail shoe stores are notable for their filled shelves. Not every customer has the wit to observe that shoe boxes are regularly laid up in two ways in such stores—one to indicate to the clerk's eye a "filled" box and the other to mark an "empty."

Equally true is it that an observer, even a credit man, cannot tell from inspection of a trader's premises which portion of the wares belong to him and which share is exposed for sale under consignment contracts.

But when disaster overtakes such a dealer, the creditors stand helplessly by, though inwardly raging, as they see the removal of goods which they had supposed were assets of the failed concern—for the consigned merchandise goes out quickly after the door is closed, providing, of course, that the contract "holds in law."

Obviously, goods on consignment are not available to pay claims of general creditors. Such goods belong to the manufacturer, whose title has never been relinquished. Even should the trustee in bankruptcy seize such goods, he must relinquish possession, provided, as before stated, that all technicalities of the consigned-selling law have been complied with.

Complying with the Law

THE factory that sells on consignment must be careful to comply with the laws of the State where the goods are offered for sale. Nearly every State requires that the consignment contract shall be filed, within a certain number of days after execution or after shipment of the goods, with the clerk of Court. Unless so filed, the contracts are invalid against third parties; which means, in effect, that a creditor may seize the goods for debts of the retailer, and that if bankruptcy intervenes the manufacturer's title is worthless against everyone except the bankrupt.

The statutes for recording such contracts of consignment are, however, so drawn as to exclude goods consigned "for auction"; and, in most of the States, recording of the contract is not required if the goods are consigned to a licensed "commission house," the license being taken as indication to all third parties that all goods offered for sale are the

property of others than the commission merchant.

In such cases, the manufacturer for his own protection must see to it that the auctioneer or commission house he trusts has a license; that it has not been revoked; that it is properly renewed on expiration; that the privilege-taxes are promptly paid, etc., for the reason that many States give the State a lien on all consigned property the moment the license lapses.

The States, too, make exception to recording the contract in the case of agricultural products under ordinary conditions. To require a written contract and the recording of the same would hamper the farmer in disposing of his produce. Perishables and live stock should not be delayed en route to market while formal documents are being pre-

A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

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pared. Coal, sold on commission, is another exception to the law. One or two States do not require the contract to be recorded when goods are consigned "to any person letting or hiring property for temporary use."

If that last phrase, in quotations, gives the reader a definite thought, he can make a fortune selling it to attorneys, for that vague term has bothered the highest Courts not a little. It has usually been applied to any consignment which moves within a few days from the hand of the trader, regardless of the nature of the goods. Manufactured articles have usually been included, but "temporary use" clearly does not apply to consigned wares that go into "stock" for the retailer.

In a word, the ordinary range of consigned goods must be covered by a written contract; and this contract must, in many States, be duly recorded and within a specified period.

The Warehouse to the Rescue

PUBLIC warehouses have come into the situation to protect the manufacturer. Rather than consign quantities of goods to dealers or jobbers, the manufacturer stores them with such a warehouse under instructions to deliver (1)

on the payment of a specified price, or (2) to be invoiced by the manufacturer on the ordinary accredited-list basis.

In this manner, the dealer does not burden himself with needless stock. All he requires is enough stock for display. Then, with sales in prospect, he withdraws from the manufacturer's warehoused stock, on his direct requisition, only those quantities for which he has a sale in prospect.

The merchandise warehouse has fostered this specialty of recent years. The available business is not generally understood, but when manufacturers come to grasp the advantage to themselves they will utilize warehouses for this purpose.

Consignment selling will be greatly cramped from that day onwards, with every gain to the manufacturer.

The dealer will, then, not be over-sold; he will not be forced to stock reluctantly, with a mental reservation that "all the stuff'll go back when I get good and ready"; he will not keep up a false front of well-filled shelves when in actuality he owns nothing.

The manufacturer will escape that endless turmoil of rushing by first train to snatch out his consigned wares before the trustee in bankruptcy lists them for "public sale for account of whom it may concern."

This type of warehouse service grew noticeably during the years 1921-1923 west of the Mississippi—those years of agricultural depression with the closing of banks and tottering credit conditions.

Distant manufacturers desired to retain their markets in the impoverished States, and yet they dared not extend further credit to jobbers or to retailers whose thoughts were more on their "frozen assets" than on stocking new merchandise.

Solution came very naturally. The manufacturers merely increased their spot stocks in warehouses. They then made arrangements for jobbers and merchants to obtain immediate delivery from these warehouses, with the warehouseman acting as agent for the manufacturer.

The risk to the factory was nil. So long as goods reposed in the warehouses the title remained absolutely in the manufacturer—without contract either to be made or recorded—because title never passed from control of the manufacturer either directly or impliedly. The goods did not leave the warehouse until the dealer was prepared to make payment, that payment being possible because a sale was in immediate prospect. Often the sale had been consummated before the goods were requisitioned from the warehouse.

So successful has been this method that it bids fair to become a substitute for consignment selling. Common sense supports the plan. Business caution reinforces all the arguments for it.

Pitfalls in a Few States

ANOTHER pitfall of consignment selling lies in the statutes of three of the States: Mississippi, Virginia and West Virginia. These three have iden-

tical statutes as to consignment selling which are only too seldom observed by out-of-State manufacturers, probably because the laws are quite unlike those which obtain elsewhere.

An illustration or two from sad experiences may possibly make clear the peculiar features of the law of these three States.

A maker of pipe tobacco, which is popular with the coal miners of Illinois and Indiana, was anxious to introduce it among the miners of the Pittsburgh-Wheeling districts. He found, however, that sales resistance was strong in the face of established brands of tobacco. Few dealers were willing to stock the new brand.

Finally, in 1919, the tobacco maker made an entrance into the district by putting out consigned stocks with dealers small and large. With the aid of advertising, sales became good and continued thus longer than a year. But the manufacturer, not heeding the slump of 1921 which laid flat the whole coal-mining industry of that section, kept putting out tobacco on consignment.

A dealer in Wheeling, whose place was a miners' rendezvous, failed early in 1922. He held more than \$2,000 worth of consigned tobacco. The maker rushed a representative to that city to take possession. It was necessary to go to Court. The manufacturer lost every cent of his claim.

His contract was correct. It had been properly recorded. Yet it was wholly invalid in West Virginia because it had not been advertised for two weeks in a newspaper printed in Wheeling, as provided in the law of that State. The tobacco maker, moreover, was ruled out from sharing in the general assets of the bankrupt as a "general creditor" for failure to comply with the law, although his own consigned tobacco was sold at auction by the referee.

The paint industry furnishes another example which has attracted some atten-

tion in the law. It arose through the Patterson-Sargent Co., which for years had been in the habit of shipping paint on consignment to a ship chandler at Norfolk. The company's written contract was such as it used elsewhere. The ship chandler failed. The paint maker's claim to its own goods was thrown out of Court, just because the contract had not been published in the newspapers of Norfolk.

For a third illustration, another Virginia case is interesting. It came from a small city of that State where the American Piano Co. had consigned four pianos to a dealer under the usual contract. The dealer failed to pay his rent. The landlord seized those four pianos for his claim. The piano maker lost the goods absolutely. It was the same situation; the consignment contract had not been published as required by the law (in this case it had also not been recorded).

It is the requirement of the law, in the three States named, that any person or concern in business "as a trader" who acts as "factor, agent or consignee" for goods not his own must disclose the name of the real owner of any or all goods offered for sale.

This must be done "by a notice published for two weeks in a newspaper (if any) printed in the city, town or county wherein the same is transacted." It is, further, required to display "a sign in letters easy to read, placed conspicuously at the house where such business is transacted." The law states also that "if any person transact such business in his own name . . . all the property, stock . . . acquired or used in such business shall be liable for the debts of such person."

The law, as in other States, does not, however, apply to "a person transacting such business under a license to him as an auctioneer or commission merchant."

These three States have made these

enactments for the avowed purpose which is thus stated:

"If it were otherwise, any trader doing business, apparently on his own account, could fill his storeroom with consigned goods, create the impression that he was the owner and obtain credit upon the faith thereof and when his creditors demanded payment he could make known for the first time that the goods were not his. Thus he and those who trusted him with their goods could perpetrate a fraud upon his creditors. To prevent just such frauds is one of the purposes of the statute."

Statutes of Limitation

MANUFACTURERS who ship goods on consignment must observe, in most States, another matter. Even after properly recording (and advertising in the three States named) the consignment contract, the statutes of limitation limit the life of the contract. These, as applied to consignment sales, run from two to five years.

They provide, with reasonable uniformity, that goods left with traders on consignment for the number of years as limited by the statute "without demand for return by the consignor and owner" shall be deemed to become the property of the agent or consignee in absolute right. This applies, of course, only to third parties, the "absolute right" becoming such only for the purpose of attachment for debts. The original contract between manufacturer and trader is undisturbed; they may fight out their disagreements after some outside creditor has grabbed the goods.

These legal pitfalls, along with the unethical and uneconomic practices of consignment selling, may be avoided by using the public warehouse as a substitute for consignment methods in marketing.

Reed Letter on Warehouse Act

United States Senator D. A. Reed of Pennsylvania has written the following letter, on the subject of the broadening of the United States Warehouse Act to include canned foods, to Philip Godley, Philadelphia, president of the Pennsylvania State Warehousemen's Association:

"Pressure of work at present is such that I will have no opportunity in the immediate future to look into the action of the Bureau of Economics in the Agricultural Department, but I will endeavor to do so as soon as I am able to get back to Washington.

"It seems to be another case of an effort to extend bureaucratic control over private business. If their construction of the act is correct, there would seem to be no limit to the subjects over which they can exercise domination."

Senator Reed's letter was in reply to one in which Mr. Godley had called his attention to the Department of Agriculture's action in extending the scope of

the Act. Mr. Godley made his letter to Mr. Reed a part of his talk, opposing the extension, at the regional meeting of North Atlantic members of the American Warehousemen's Association in Syracuse, N. Y., in October. Mr. Reed's reply was received subsequently.

H. S. Yohe, in charge of administration of the U. S. Warehouse Act, commenting, in a letter to *Distribution and Warehousing*, on Mr. Godley's opposition to the extension of the statute, writes:

"If his only fear is that the warehouse Act may next be extended to include canned meats and canned salmon and such products, he need have no fear whatever, I am quite sure."

Hansen Company Builds

The Hansen Storage Co., Milwaukee, expects to have ready for occupancy by Jan. 15 a three-story brick and tile warehouse, 210 by 100 feet, which is being constructed on the company's dock property. The dock is 840 feet long and eventually will be entirely reconstructed.

National Freight Luncheon

Through the courtesy of the Panama Pacific steamship line, the National Freight Forwarding Co., New York, held a luncheon in the main dining room of the S. S. Finland on Nov. 4. The following were the guests of Benjamin Brown of the National company:

Edward Jenkins, Sr., and Edward Jenkins, Jr., Long Island Storage Warehouses, Brooklyn; Louis Schramm, Jr., Gramatan Warehouse, Bronxville; Louis Cella, G. Santi's Co., Inc., the Bronx; Charles S. Isaacs, King-Parker, Inc., Manhattan, and Howard Lofgren of the Panama Pacific line.

After the luncheon the steamship company's piers and the S.S. Homeric were inspected.

The National company plans to hold other luncheon parties on the Finland's sailing dates from New York, so that eventually all the household goods warehousemen in New York may become better acquainted with the National's water route service to California.

Standard Contract Terms and Conditions Endorsed by Department of Commerce

THE United States Department of Commerce on Nov. 1 officially endorsed the Standard Contract Terms and Conditions which set forth the business practices of merchandise and cold storage warehousemen in their contractive relations with shippers, bankers, railroad officers and other groups.

As formally approved by the Government upon recommendation from the transportation division of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, the phraseology of the Terms and Conditions is unchanged from that arrived at on agreement at a conference held in Washington last April, attended by representatives of the American Warehousemen's Association, the National Distributors' Association, the National Industrial Traffic League, the American Bankers Association, the National Association of Manufacturers, the American Railway Association and other interested organizations.

The text of the Standard Contract Terms and Conditions was published in full in the June, 1926, issue of *Distribution and Warehousing*.

The Department of Commerce's transportation division, through A. Lane Cricher, director of field surveys, and the department's simplified practices division, headed by R. M. Hudson, are planning to issue jointly a pamphlet on the Terms and Conditions. This should be ready for publication early in 1927.

The announcement of endorsement by the Department of Commerce reads:

"After extended conferences with the industry, the Department of Commerce has officially endorsed today the Standard Contract Terms and Conditions for the warehouse industry, and approved and adopted in conference by the representatives of the warehouse, railway, shipping and banking industries, April 30th, 1926, at Washington, D. C.

"These Standard Contract Terms and Conditions will eliminate waste in distribution by establishing uniformity of practice in the warehouse industry and associated industries. In this work the Department of Commerce has acted as a cooperative agency by means of which the interested peoples might meet and come to an agreement.

"With Standard Terms and Conditions on the backs of warehouse receipts, the use of these receipts as credit instruments is facilitated and greater savings result to the storer, customer, shipper and banker alike. This work is in furtherance of a conference held two years ago, at which time the standard forms for the warehouse industry were adopted.

"This completes the simplification program as outlined by the industry and in which the Department of Commerce was of assistance in bringing together interested peoples.

"Official approval by the Department is given after a sufficient number of bankers, railwaymen, shippers and other users of warehouse forms incorporating the Standard Contract Terms and Conditions have given their written approval to insure the use of these terms by both the warehouse industry and associated industries."

Herbert Hoover, Secretary of Commerce, has repeatedly evinced personal interest in the work leading up to the preparation of the Standard Contract Terms and Conditions last April, and to the earlier cooperative effort which resulted in the adoption of standard warehouse forms. On several occasions Mr. Hoover spoke at conferences of the various interested groups. At the meeting of April 30 he emphasized, as he had previously, the necessity of self-government in business "to prevent legislative onslaughts." The Secretary declared that adoption of the Standard Contract Terms and Conditions would be a contribution toward solving the problem of the cost of distribution "that hangs around our neck" and toward elimination of waste.

It's the Sworn-to Listing That
Is Starred—and



It's the Starred Listing That
Gets the Business!

HEY—YOU FELLOWS ENGAGED IN WAREHOUSING:—

Have you sent in your information for our 1927 Directory?—Did you swear to it, before a notary, so that your listing will be "Starred"?—Don't think for a moment that the "Star" isn't going to carry weight—more next year than ever before.—For it will!—The Directory consultant, preparing to send shipments, is going to favor the "starred" listing. — Therefore:—If you returned your information not sworn to, drop a line to the Editor and he'll return your listing pronto, so that you can have a "star" throughout 1927. — But DO IT NOW!

Kent B. Stiles, Editor, Distribution and Warehousing.

Notice to the Industry

DISTRIBUTION AND WAREHOUSING has no connection with an organization styled the International Transportation Association, Inc., with offices in Washington, D. C., and Baltimore, Md.

Some of the warehouse companies' listings which appear in the 1926 Warehouse Directory, published last January by Distribution and Warehousing, have recently been sent out on the stationery of the Directory of Railroads and Steamships, also Warehouse Service, issued annually by the publications division of the International Transportation Association, Inc., and the warehousemen were asked to revise the listings so that they might be published, summarized in fifty words, in a proposed warehouse section of a Railroads and Steamships manual.

Accompanying each clipping thus sent out was a form letter. This letter says nothing to the effect that the warehouse company is expected to pay for the publishing of a fifty-word listing in the manual.

In the upper right corner of the sheet containing the clipping pasted thereto is a "boxed" text, in 6-point type, which reads:

OUR OFFER is to prepare a paragraph description (in this size type) containing about 50 words, rewritten from the data recorded below, publishing the same in this manual, for the sum of Fifty Dollars a year, payable by the advertiser to the publishers on delivery of one copy of this year's edition containing the descriptive matter. The service is to be for 1927, 1928 and

thereafter until cancelled by registered mail. Typographical errors in the advertising service to be limited to 25 per cent of the year's charge as full damages.

All conditions of this offer are recorded hereon, and its acceptance constitutes an irrevocable contract for the first two operative years.

Below the pasted clipping is provided space for the warehouseman's signature. Above the clipping is the text: "The undersigned accepts your offer to prepare and publish a revised description of our activity in the DIRECTORY OF RAILWAYS AND STEAMSHIPS, ALSO WAREHOUSE SERVICE, to be made up from the following data:"

Thus the warehouseman signing merely to indicate his approval of the information contained in the revised clipping may unintentionally obligate himself to a two-year "irrevocable contract"—at a price of fifty dollars (\$50.00) a year—with the International Transportation Association, Inc.

All Warehouse Directory listings are published under copyright, and their use by any organization other than Distribution and Warehousing Publications, Inc., is not authorized.

Warehousemen are urged to read carefully every word of the text appearing on the stationery of the International Transportation Association, Inc., before reaching a decision as to whether to sign a sheet containing a clipping and a "boxed" text alluding to an "irrevocable contract."

No Motor Vehicle Legislation Likely to Be Enacted By New Congress

*Prospect Is That a Year May Pass Before Any Effort
Will Be Made to Regulate Interstate Transport
—Final Hearing Held By I. C. C.*

Motor Vehicle Regulation Situation as It Appears Today

NOW that the Interstate Commerce Commission has concluded hearings in what is described, in the accompanying Washington correspondence, as "the most thorough investigation that perhaps ever has been made of any American industry—motor truck and bus transportation"—what is the present status?

This question interests ware-

housing as the aggregate operator of millions of dollars worth of trucks—and here is Mr. Manning's forecast:

1. That the I. C. C., which undertook its study in order to guide Congress in drafting regulation, will present its report at the coming session of Congress.

2. That Congress, with many important railroad bills pending, will

be reluctant to rush through any motor vehicle regulatory laws at the present time.

3. That no Federal legislation will be enacted within the next twelve months.

4. That when regulation does come it will be based probably on a joint system of State control of local matters and Federal control of larger problems.

By GEORGE H. MANNING

(Washington Correspondence)

THE most thorough investigation that perhaps ever has been made of any American industry—motor truck and bus transportation—has been completed by the Interstate Commerce Commission.

This prodigious infant business has sprung up almost overnight, has influenced the growth of towns and suburbs, has changed methods of retail and wholesale trade, and has revolutionized the country's transportation system. And yet this infant recognizes no authority whatever and is not subject to any regulation by communities or States or the Federal Government excepting only in a few States and then largely through ordinary police regulations.

In order to determine the nature, the extent and the effects of the advent of the rubber-tired vehicle in the common carrier business, Commissioner Esch and Examiner Flynn of the Interstate Commerce Commission have spent all summer in conducting a nation-wide study. Boats and ships are confined to rivers and harbors; trains and trolleys are restricted to tracks. But automobile trucks and buses roam almost at will over America's

highways and city streets, and no one had been able to tell the nature and size of the business done until this investigation was made.

The Supreme Court of the United States in two clear cases has decided that a State has no power to impose any restrictions or regulations on automobiles engaged in interstate traffic. This regulatory power is reserved to Congress by the Constitution, but as yet Congress has not exercised its power. Other regulation of interstate commerce has been delegated by statute to the Interstate Commerce Commission, but the Commission has repeatedly refused to interpret the laws as giving it power to regulate bus and truck traffic.

That some regulation of this public utility is inevitable to safeguard the public interest was foreseen by everyone, so the Commission undertook its study to guide Congress in drafting legislation.

The Commission will make a report to Congress giving invaluable and heretofore unobtainable data on common carriers by automobile, will summarize the regulatory measures attempted by various State bodies, will list the

opinions of witnesses who are experts in the transportation field, and will recommend the type of legislation it deems most advisable.

This report, however, will take time in preparation. More than 400 witnesses were heard at thirteen hearings in different parts of the country, and some 5000 pages of testimony and scores of statistical exhibits must be digested to put the data in usable form.

The Commission will be pressed from many sources to make its report at the earliest possible date, and it is probable that it will be presented to Congress during the coming session.

The American Railway Association, the American Automobile Association and many State Utilities Commissions, together with express companies, trolley lines and the larger bus companies, all are anxious that there be some regulation imposed as soon as possible.

Congress convenes in December for a three-month session, the greater part of which will be taken up with the annual appropriation bills. A bill giving the Interstate Commerce Commission power to regulate bus and truck transportation was drafted by the late Senator Cummins of Iowa and extensive hearings were held by the Senate committee on Commerce. The committee, however, did not report the bill out to the Senate, and, owing to the death of Senator Cummins, passage of his bill may not be urged.

Pending Bills May Delay Action

A number of other important railroad bills are pending in both houses of Congress, such as consolidation of railroads, repeal of the Pullman surcharge, and reorganization of the Interstate Commerce Commission. These measures are certain to take up most of the time of the committees of the two legislative branches which handle transportation legislation, and Congress will probably be loathe to rush through at a short session any laws so important, so untried and so controversial as the regulation of motor trucks and buses.

So it appears almost inevitable that automobile transportation of people and goods for hire will continue to grow like the wind "that bloweth where it listeth and no man knoweth whither" until the Seventieth Congress, elected on Nov. 2, meets—some thirteen months later.

Economic conditions will shape and limit the growth of the motor common carrier business, but this is a wasteful process, and Governmental experience has shown that public utilities must of their very nature be subjected to some measure of control by some governing body.

Automobiles are divided into three classes: common carriers, contract carriers and private carriers. Private carriers are in no way subject to Federal control and are subject to State and local regulation. The Supreme Court of the United States recently ruled that contract carriers are essentially the same as private carriers and are exempt from Federal regulation. Common carriers, as long as they do business wholly within the limits of a single State, are also exempt from Federal regulation, but once their business takes on the nature of interstate commerce the control comes within the jurisdiction of Congress.

Just when a bus or truck takes on an interstate character is one of the points to be determined.

Some railroad officials insist that any truck is a potential interstate carrier and that any common carrier business it does, even within a single State, is interstate commerce in a broad sense. Many essentially intrastate bus lines, in order to avoid State regulations, run out of their way to cross a State boundary for a few hundred yards and so take on an interstate character.

Many serious problems are created by commercial bus

and truck lines. They choose streets which are not paved to bear their weight, which are badly congested with traffic, which pass many schools, and which may not well serve the convenience of patrons, and they may change their routes and schedules without notice. Their fares and freight rates are not subject to review and may be changed at any time. Their financing and control may not be examined, and new lines may be started and old ones discontinued without regard to public convenience and necessity. Safety and health provisions may not be imposed.

Railroads, trolleys and boats are subject to all such regulation, and experience has shown that it is in the public interest.

The attitude of railroad men toward the motor bus and truck is interesting. At first they regarded the automobile carrier as an enemy and fought bitterly as they saw their short-haul freight and passenger business moving over the public highways. The more far-sighted executives, however, have come to see that this short-haul business was the least profitable and is a field that legitimately belongs to the automobile, leaving the railroad's facilities free for better handling of through freight and passengers. They now see the motor truck and bus as a valuable feeder and auxiliary to the railroad, and many roads are today successfully operating fleets of buses and trucks. Roads doing a large suburban commuting business have been the hardest hit by bus competition, and are the most insistent that this traffic be curtailed.

Throughout the hearings held by the I. C. C. there has been almost a unanimity of opinion that legislation should be enacted providing for regulation of motor buses.

No such agreement of opinion exists regarding trucks, the feeling of many being that the present condition of public trucking is such that it cannot be regulated, as there are few large companies operating on regular routes and schedules.

The larger motor bus companies want some regulatory body to supervise them in the way the Interstate Commerce Commission supervises the railroads. This is mainly to protect their valuable franchises, reduce excessive and cut-throat competition, and insure them practical monopolies in their respective localities.

Some of those who appeared at the hearings contended that the Interstate Commerce Commission or a new Federal body should have entire control of all bus and truck business. Others felt that Congress should delegate this power to the various State Public Service Commissions. There are several plans, one of them sponsored by the Association of Railway Executives, to have the authority divided, with State Commissions dealing with local matters and larger questions reviewable by the I. C. C.

Joint Control May Be Favored

It is probable that some such joint system of control will find most favor. There is a growing fear of too much centralization of power in Federal Commissions, as many of the regulatory matters are obviously local in their nature and the Interstate Commerce Commission is already overworked with railroad problems.

Many economists and transportation experts who followed the investigation this summer declare it to be the most thorough study ever made of any industry, and predict that it will enable Congress to draft scientific and beneficial legislation.

But when the Commission's report will be submitted, and when Congress will enact legislation, cannot be foretold, except that the latter will not be within the next twelve months, and in the mean time buses and trucks may undertake to carry passengers and goods for hire in almost any way they see fit.

Highlights of Testimony at the Concluding Hearing in Washington

THE thirteenth and concluding hearing in the Commission's study was held in Washington late in October, Commissioner Esch announcing at the opening that during the previous twelve sessions 391 witnesses had been examined, 4604 pages of testimony taken, and 377 exhibits filed.

The situation arising from the rapid development of motor vehicle transportation had been called acutely to the attention of the Commission. Mr. Esch said, and, in view of proposed legislation for regulation of highway transport, the Commission deemed it wise to institute the investigation with a view to eliciting information that would be of aid to Congress and also to the Commission itself.

"When we remember," the Commissioner went on, "that today some 20,000-000 automotive units are in operation, of which some 17,500,000 are private automobiles and some 2,500,000 auto buses and trucks, the volume of potential traffic represented by these units and facilities approaches in volume that of the railroads. The Commission desires to maintain an open mind and has no preconceived notions, but will be guided by the record."

Many of the witnesses at the hearings, Mr. Esch pointed out, had taken the position that this was not an opportune time to regulate motor transport because it was still in its infancy and that more time should be allowed until a greater degree of stability had been established.

Speaking for himself, he explained, the Commission asked if the question might not be raised as to whether it might not be wiser to lay down a few primary principles of regulation before stability was reached. He said he had in mind that if Congress had not waited so long before undertaking the regulation of the railroads many problems might have been avoided.

A Railroad Viewpoint

H. M. Adams, vice-president of the Union Pacific Railroad, in charge of traffic, appearing as the first witness, said that while automotive transport had its proper part in the transportation system it should be regulated like other carriers, and he suggested that, if possible, its development should be turned more in the direction of creating new traffic and serving as a feeder for existing modes of transportation, and less in the direction of competition for a share of existing traffic. The motor vehicles, however, he said, should not be regarded as solely in competition with railroads because the automobile industry had brought to the railroads a very large amount of freight traffic and bus and truck transportation was to some extent a feeder to railroads.

The field should be open to all modes of transportation, Mr. Adams said, but all should be subject to regulation.

Pointing to the provisions of the law requiring a certificate from the Inter-

state Commerce Commission for the building of new lines of railroad, Mr. Adams said he thought it would not be too much to say that the Government should protect existing railroad lines from unregulated highway transportation.

Mr. Adams also pointed to a reduction since 1917 of 66 per cent in the less-than-carload traffic for distances of one to 50 miles, a 21.8 per cent reduction in that for distances of 51 to 100 miles, and a 13.6 per cent reduction in that for distances of 101 to 150 miles. During the same period the Union Pacific's total freight traffic had shown a considerable increase, he said. He also said that in the West, and particularly on the Union Pacific lines, the railroads do not want to get rid of their short-haul traffic, although he said the eastern roads might be in a different position.

The motor trucks charge rates about equal to those of the railroads, he said, but included pick-up and delivery service, and they often fixed "spot" rates in order to get loads, while the railroads were restricted to their published tariffs.

"We are discussing regulation and not repression," Mr. Adams said, "and this industry is an infant only in years. The time for regulation is now."

Under cross-examination by C. L. Chandler, of the Merchants' Association of New York, as to what the railroads hoped to accomplish by regulation of motor transportation, Mr. Adams said he thought it would promote stability in rates and service and would lead to the taking over of the business by large concerns operating economically and for profit and with less cut-throat competition. He said he did not believe it would affect in any material degree the operation of trucks in freight service or restore to the railroads any large percentage of the traffic they had already lost, but that it might prevent their losing more. He said, however, that any curtailment would be more than offset by the growth of the business.

The trucks, he said, were now operated when and where the owners pleased, rates were changed frequently, and the owners were not always fully responsible for loss and damage. He thought that regulation would bring about a condition of fair competition.

Asked if the Union Pacific proposed to operate trucks, he said it had given serious consideration to the matter but had reached no conclusion. He said, however, that the public ought to realize that in many places, if the competitive bus and truck operation was to go on, it would have to choose between them and the railroad transportation, because if the competition took away so much traffic from the rail line that the latter could not continue to operate profitably, both forms of transportation could not be maintained.

Appearing on behalf of the National Association of Railway and Utilities Commissioners, John E. Benton pre-

sented a statement of that organization's position, which he said was represented by the Cummins bill introduced during the recent Congress. Mr. Benton alluded to the testimony which was presented before the Senate committee at that time.

It was decided that the entire report of the Senate hearings could be made a part of the I. C. C. record in the present study.

Warehousing's Case

This means that when the Commission examines the thousands of pages of testimony, statements, exhibits, etc., it will find included among them the statement of the position of the National Furniture Warehousemen's Association as placed before the Senate committee last spring by its special committee on national legislation appointed at the National's Memphis convention by E. B. Gould, San Diego, then president. That committee comprised A. A. Leonard, Detroit, chairman; P. J. Mills, Des Moines; S. S. David, Chicago; Julian M. Gibson, St. Louis, and George Sebold, Elizabeth, N. J.

Thus the Commission will have on file two detailed outlines on behalf of the National, as it will be recalled that a statement setting forth household goods warehousing's position and recommendations was presented to the Commission at Chicago last July at the first of the thirteen hearings. (See page 49 of August issue of *Distribution and Warehousing*.)

H. S. Marx, general counsel of the American Railway Express Co., presented an estimate that the company had lost approximately \$10,000,000 of business to motor trucks since 1921. He said he recognized that in many instances trucks afforded a service that was more satisfactory to shippers and he would not object to any improved form of transportation the shippers could find, but, as so large a volume of business was moving by truck, he said he felt they should be subjected to regulation as other common carriers.

In reply to questions as to whether he would include so-called "contract" or private carriers, Mr. Marx said the Commission should be given power to decide which were common and which were private carriers and the extent of regulation which would be in the public interest. "That might result in including some of the so-called 'contract carriers,'" he said.

A proposed bill to empower the Interstate Commerce Commission to regulate bus transportation but not motor truck transportation, through the medium of the State commissions, which would act as representatives of the Federal Commission, was outlined by S. A. Markel, chairman of the legislative committee of the motor bus division of the American Automobile Association. Mr. Markel said he appeared to represent the viewpoint of bus operators in twenty-four

States, who were members of the motor bus division, as to the necessity and desirability of the regulation of interstate bus traffic.

Mr. Markel said in part:

"I might say in the beginning that at every other hearing held by the Commission in the current proceedings, with the possible exception of that held in Boston, representatives of our member bus associations appeared and offered information, as comprehensive as was available, on the bus operations in the territory they represented. As you know, with the exception of the bus testimony at the St. Paul hearing, sentiment was unanimous for the regulation of the motor bus in interstate traffic; and we are convinced that the opposition registered by Minnesota was not against the principle of interstate regulation, but rather against Federal interference with State control of local enterprise. The justifiable fear that regulation of interstate traffic might possibly lead to Federal interference in intrastate regulation is shared by all of the members of the motor bus division.

"We realize, however, that, regardless of what part the States play in the regulation of interstate traffic, they cannot, under the commerce clause of the Constitution, be vested with final authority. The prerogative of Congress, through the medium of a Federal agency, must enter somewhere. Therefore, we have consistently sought, since the field of interstate operation was thrown open, regulation of interstate traffic with the primary administration vested in the State commissions and the final authority in the Interstate Commerce Commission.

"The Commission is, of course, familiar with Senate Bill 1734, introduced during the last session of Congress by the late Senator Cummins at the request of the National Association of Railroad and Utilities Commissioners. This bill, which provided for the administration of interstate regulations through State agencies, was the result of cooperative effort of nearly every organized group concerned, including the motor bus division of the American Automobile Association.

Concluding Testimony

"The bill, as the Commission doubtless knows, was designed to regulate both the bus and truck engaged in interstate commerce. We, as an association of bus operators, were not concerned with truck regulation and confined our recommendations to the bus. In fact, we felt at the time, as we do now, that the regulation of the truck as a part of a general law regulating highway transportation was neither feasible nor practicable. Be that as it may, the principle of having regulation exercised by State commissions was in accord with the view of all the groups concerned and was only advocated after a thorough analysis was made of the individual views of the membership of each group.

"However, while complete agreement could be, and was, reached on the prin-

ciple of administration, there still remained numerous differences between the motor bus division and the other groups as to details, and despite many conferences we were compelled to reserve the right of seeking certain amendments when the bill was heard before the Senate Committee. That our arguments were not unreasonable was proved by the fact that the committee ordered a reprint of the bill to include our recommended amendments.

"I think we have conclusively proved at the different hearings that the bus traffic of today, preponderantly, is either traffic that the railroads never carried or traffic which had been lost by the rails to the privately-owned passenger car and regained by the bus because of the similarity of accommodation."

J. J. Ruster, traffic manager of the Chamber of Commerce in Camden, N. J., and John I. Tierney, representing the Manufacturing Chemists' Association, opposed truck regulation, although the former indorsed bus regulation.

Thomas H. MacDonald, chief of the Department of Agriculture's bureau of public roads, testified that the chief need was for legislation that would enable the railroads to use motor trucks and buses to extend their facilities. He declared also that legislation was necessary to make possible cooperation by Federal and State authorities in regulating motor vehicles operating across State lines, without bringing in questions relating to maintenance, financing and policing the State-owned highways.

His first suggestion—alluding to extension of railroad facilities, was given, Mr. MacDonald said, on the theory that motor vehicles largely supplemented rather than competed with rail transportation and therefore the railroads ought to have legal power to make use of this service.

"The maintenance of the improved highways is a burden on the State," he went on, "and there is a question of the use of a State-owned facility which must come in when there is a question before the Federal Government involving the right to operate across State lines. If that situation can be met by agreement it ought to keep us out of questions relating to maintenance, financing and policing."

Mr. MacDonald outlined some of the results of surveys of motor vehicle transportation in Ohio and other States made by the bureau of public roads. The largest single movement by trucks is that of milk cans, which averages about 25 miles a trip and represents about 20 per cent of the commercial movement, while household goods represent about 11 per cent and average about 27 miles a trip. The average haul of motor truck freight in Ohio was about 45 miles, he said.

Mr. MacDonald said the railroads of the country had a car capacity of 6,600,000 people, while the total capacity of the motor passenger vehicles, including privately owned cars, was about 60,390,000, or a ratio of about 9 to 1 in favor of the motor vehicle.

When it came to freight, however, he said, the railroads had a capacity for about 36 times the total capacity of the motor trucks, which would be placed at about 3,000,000 tons.

Replying to questions, Mr. MacDonald said the Government should interfere in motor transport regulation, only in questions that arose between States and not between States and individuals.

"If we impose too great restrictions," he elaborated, "we may drive the trucks off the highways as common carriers to reappear as private carriers, and the same thing applies to buses. There is great difficulty in trying to control a type of transportation that is so flexible that it can be turned into private operation so easily. To think that we can restore former conditions is absurd."

The witness said that testimony at the Chicago hearing showed that much of the truck traffic was formerly hauled by horse vehicles or boats.

J. W. Drake, assistant secretary of the Department of Commerce, read a paper on the economic value of the motor vehicle without taking any position as to its regulation. Pointing out that some 78,000 towns, cities or communities in the United States had railroad freight stations and that there were some 45,000 that did not, he said a large part of the recent increase in commercial development was due to the development of highway transport, which had enabled communities not served directly by railroad to engage in commerce or had placed them in closer communication with the railroad.

Maurice Kressner, president of the National Delivery Association, after describing the specialized character of the service performed by the so-called "contract carriers" by motor truck, said regulation of the industry at this time would be unwise.

Regulation was opposed also by Jerome Fanciulli, of the Commercial Motor Vehicle Owners' Association of the District of Columbia.

A. M. Lewis presented a statement on behalf of Thomas C. Atkeson, Washington representative of the National Grange, saying that any extension of Federal regulation to highway transportation should be very limited.

Kenna Terminal Receivership

Vice-Chancellor Berry, sitting in Newark, on Nov. 22, appointed John Bernhard, Newark lawyer, temporary receiver for the Kenna Terminal, Inc., Port Newark, N. J. The order was returnable Nov. 30, the company being directed to show cause why the receivership, granted on application by the Baker Printing Co., Newark, should not be permanent. The Kenna company consented to the temporary receivership. Charles Milbauer, president, conceded in an affidavit that the company was unable to meet liabilities.

The total assets were estimated at \$22,000 and the liabilities at \$62,000.

New Business for Warehouses

XIII

Rejected Goods May Be a Source of Profitable Accounts

LITTLE though he may suspect it, the alert warehouseman may "dig up" quite a volume of new business through the purchasing departments of the factories in his city. For, after all is said, the storing volume that lies right close at hand is great. The account that is controlled at some distant city holds a certain allurements, possibly because the warehouseman knows that he cannot spare the time to go after the business. The pot of gold at the other end of the rainbow has the sheen of wealth. Only too often, while chasing that fabulous and mythical gold the pursuer loses the more certain profits that lay, all the time, within telephone reach of his desk; with every chance that the business is controlled by some boyhood friend whom he can call by nickname rather than to be solicited from an utter stranger five hundred miles away.

It is a mistake to think of only the output of local factories. Their product is, of course, a field for soliciting business for the warehouse. So also is the raw material consumed by the same factories, "raw material" being often semi-manufactured products

shipped by other industries or even completely finished articles which are to be assembled into the local factory's product.

Very few makers of machinery, for example, can make all the special parts they need. Many of these are patented by others, from whom they must be bought; others are too specialized to be made where skill of a different sort is required for the main product.

Even such a product as an automobile is seldom manufactured wholly in a single plant. No automobile maker produces his own tires; only a few make their springs, or horns, or ignition, or windshields; most of them buy their electrical equipment. The same is true of radios; not more than two of the radio manufacturers even pretend to make every part of the "set."

And so it goes with all our manufacturing plants; not only do they buy unfinished materials in the raw state; they also purchase quantities of articles made by others.

Much Material Is Rejected

WHEN the factory buys an article that is to be used in its own product, the purchase is made on rigid specifications which are laid down by the buyer. This is quite the reverse of ordinary buying by the individual consumer, who selects from among the articles he finds in stock by his dealer.

If, for example, a person wants a 1¼ hp. electric motor a.c., and fails to find one at any store in his vicinity, he may in desperation buy one of 1½ hp. rating or even of 2 hp. capacity rather than go without.

With the factory purchasing department another course is open. Sellers are asked to bid on motors of 1¼ hp., with specifications most minute as to the diameter of the coils, the number of windings per core, the diameter of the magnets, the insulation of the wires, etc., etc. Even when the bids are submitted and accepted, the confirming order is so detailed as to amount to a legally drawn contract; often a full formal contract is executed.

Upon arrival, the carload of motors is not unloaded by the factory. It is first inspected by the purchaser,

whose laboratory tears down "samples" of the goods with most painstaking effort to find flaws. Should the motors, as received, be in the least particular short of specifications, they are not taken into stock as the individual would do with his 1½ hp. purchase and used "as best we can." Far from it. They are rejected. The shipper (seller) is curtly notified that the shipment has been refused, and "turned back to the delivering railroad for your account."

Some factories are exceedingly arbitrary in thus rejecting material. Others, as one would expect, temper rejection with mercy by "going easy" on the seller, especially for first rejections. Yet, taken as a whole, purchasing agents exhibit their fabled "hard-boiled" character when it becomes necessary to close the door to incoming goods.

Stories go the rounds that none is so cruel and harsh as are the automobile makers, but that may be because of their large volume buying and the excessive rigidity of their in-inspection. Automobiles are now made with the precision of fine tools where the one-thousandth part of an inch under micrometer test may dis-

qualify a piece of material. With such great nicety of dimensions prevailing, rejections are sure to be high merely for the reason that no other customer of the shipper has ever applied so minute tests to the product.

Another industry which rejects a large percentage of goods is the radio field, wherein precision is even more essential than in automobile making. A radio, as turned out by the two or three best makers, is subjected to more "inspections" than to manufacturing operations; with the result that for such parts as are bought from outside the in-inspection is apt to be far more gruelling than anyone would suspect.

Cold-drawn steel and steel alloys represent another product that is subject to exhaustive in-inspection—tensile strength, chemical and metallurgical quantities, fusing point, and a handful of highly technical criteria that are unknown to ordinary mortals.

Turned Back to the Carriers

WHILE these tests are being made, the goods are not unloaded. Instead of that, the freight

cars stand on siding rapidly consuming their allotted forty-eight hours of "free time" for unloading. Should the shipment meet specifications, the unloading is quickly done in a modern factory plant; but, should rejection occur, demurrage has probably begun before the telegram is filed to notify the shipper; while often the first test is followed by others in order to give every fair chance to the shipper against hasty or mistaken rejection, with the result that the first four days' period is exhausted and the car is already accumulating demurrage at the rate of \$5 a day.

Into the office of a maker of alloy steel came such a telegram. Four carloads of his product had for some reason been rejected by a Chicago manufacturer. The long-distance soon relayed the information to the Chicago sales office, where the sales manager tore his hair:

"Half past four now! Not another Chicago customer uses that alloy of steel! We're stuck with it, until I can get out to that factory and re-sell the lot. The four cars'll just have to ride along at \$5 a day."

And "ride along" they did for close to two weeks. Then they were re-consigned to the steel company's Chicago warehouse and unloaded into stock.

Demurrage That Grew

Not so fortunate, however, was this same steel company with a shipment to a factory at Marion (Ohio) which also was rejected. The two carloads that constituted the lot had already six days' demurrage standing against them when notice reached the mill; that six had grown to eleven before the salesman was able to get to Marion; the eleven had become twenty-nine during the negotiations and the bickerings about fairness and unfairness in the rejection; and the accumulation was nearly \$200 a car (\$400 for the lot) before the steel mill acknowledged that it must accept rejection. The mill had, in this instance, no company warehouse at Marion, and, apparently, no choice other than to re-ship to the mill. The salesman's efforts to locate another customer at Marion, or close enough to that city to make delivery on "Marion freight rate," were unsuccessful.

"And the blamedst part of it," declared the mill manager when relating the experience, "was that in less than a month we had an order for ten carloads within twenty miles of Marion and actually applied those two carloads on the order!"

Freight Rates

NOR is the return of rejected goods always a simple matter of "standing the freight." Nearly every article of commerce enjoys a specially-developed rate for freight from the factory to all markets.

California fresh produce and Coast canned goods have been allowed a "flat rate" from the Pacific States to all points east of the Rockies, but should a carload be rejected and re-shipped westward to the cannery the freight costs would be three times the eastbound rate.

Coal rates from all the mining districts in West Virginia and Kentucky into Chicago are from \$2.50 to \$3.25 a ton, but the rate for a car of coal from Chicago into the coal fields is in excess of \$10 a ton.

Flour from Minneapolis has favored rates to every city in the country, but flour from Rochester to Minneapolis would cost more for freight than the goods are worth.

Thus it goes with all articles. The "commodity" freight rate favors shipment from factory to customer, but there is no intention of encouraging the reverse shipment for return of the goods. Such return, if at all, must be at the accepted "class rates" for the product in question.

As a result, simply to re-ship the goods may bring down on the manufacturer a cost out of all reason. To permit a re-shipment becomes, therefore, quite a serious matter in many cases; it is entirely different from the jobber's accepting of a "return" from some retailer within trucking distance or within a low freight-rate radius. Furthermore, when a carload of 30,000 pounds is at stake the freight charges mount even if the differential is only \$1 a 100 pounds.

Consequently a rejection becomes costly. The manufacturer usually rushes a salesman to the scene, whose effort is to argue away the rejection, persuade the buyer to give another test to the goods, shade the price so as to make the shipment acceptable, etc. The salesman's second alternative is to dig up another customer in the same city, to whose siding the car may be re-consigned.

How the Warehouse Enters

THE rejection of material by factories offers the alert warehouseman a field for new business.

The method of getting this business is simple. The "tip" comes from the factory purchasing department, where information originates that a rejection is to happen.

It is not a difficult matter for the warehouseman to "tell his story" to

the purchasing agent, who lives in the same city. He may even be an old acquaintance. The purchasing agent will quickly appreciate the saving, to the owner, of rejected goods if those goods can be stored in a local warehouse until other disposition is found for them. Once persuaded of the logic of such a course, the purchasing agent will form the habit, may even make a rule of the office for clerks to follow of notifying the warehouseman that "We are rejecting four cars of fibre-board from The A. Co. of Cityburg today; step on it and get the storage."

With this hint, the warehouseman by telegraph can lay the situation before the distant manufacturer. The telegram should remind the manufacturer that demurrage runs at a certain cost per day; that the warehouse will unload and store the goods at a quoted rate for thirty days, with quotation of cost for re-shipping and for any other items that will be demanded by the goods in question.

"Telegraph 'forms' ought to be written with extreme care for this purpose, much as 'form letters' are prepared. They should be held in readiness for insertion of the needed data in a rush.

It is a mistake to rely on last-minute inspirations for the wording of such a message, for the reason that some important factor may be omitted. For, in such an instance, the telegram must do all the "selling"; it will reach the manufacturer just at the time when he is "mad all through" at the rejection itself; he will probably be trying frantically to locate his best salesman by long distance.

Therefore, if the warehouseman's telegram tells all the facts in a convincing manner, the trick is done. The manufacturer will gasp out:

"There's the solution. Now I can cut the expense and get thirty days to turn. Miss Smith, cancel that long distance call for Mr. Salesman; and take this telegram to Mr. Warehouseman. Mark it *rush*, too."

New Reno Plants

The Nevada Transfer & Warehouse Co., Reno, is planning the construction of a new storage building to adjoin one of its present warehouses.

The Nevada company recently completed erection of what is said to be the largest cold storage warehouse between Sacramento and Salt Lake City. The building is 90 by 108 feet and cost \$25,000. It has been leased for ten years by the Pacific Fruit & Produce Co., which operates approximately forty such plants at Pacific Coast points.

Lost Labor Efficiency Means Red Ink

How the Hollywood Storage Co. Is Reducing It Is Told

By C. A. REINHARDT*

"EXPANSION" seems to be the keynote of all modern business, and the warehouseman must broaden his field of activities if he is to stay abreast of the times and keep pace with his brothers in other industries.

So far, the furniture warehouseman has confined himself largely to his own trade—the packing, shipping and storing of household goods, and has left the general public out of consideration. In doing so he has neglected a big chance to widen his scope.

I believe that the warehouse of the future must cater more to general demand, offering a wide variety of personal and household services. The Hollywood Storage Co. has recently been experimenting along this line and has made some interesting discoveries.

WITH our staff of men highly trained in the handling of furniture, rugs and other household effects, and with a complete equipment for cleaning and renovating, we offered to relieve the housewives of their more irksome tasks by "cleaning house" for them at certain specified periods of the month, avoiding the busy intervals around the first and fifteenth.

The plan has shown fine results so far and we already have enough contracts from this source to take up an appreciable portion of our 18 per cent loss of labor and equipment. We expect to extend this activity to include fumigation, extermination of pests and other similar services.

We also had on hand a number of pianos of all descriptions, simply taking up space on our storage floors and not paying for their board and keep. Lately we have gone into the piano-renting business perforce, and already several of these "orphans" are settled in gentle, loving homes and tinkling with joy, all installed during idle periods and bringing in a double income—the rental of the instruments and the profitable use of the space they formerly occupied.

This service is being extended to the renting of folding chairs and extra household equipment for special occasions.

A recent development of our business has been the inventorying and appraising of household effects. The sugges-

tion came to us when a wealthy Beverly Hills householder inquired where he could obtain such a service.

Fortunately we had in our employ a woman widely experienced in that work, and we called upon her to fill the assignment. Our client was highly pleased, and we immediately capitalized the idea.

Since then we have handled several orders of this kind, including the cataloging and indexing of private libraries and other collections.

Interior planning and expert advice on antiques are also possibilities along this line.

No Secret Rules

I mentioned a moment ago that our business had grown 20 per cent within three months after we first occupied our new building. I am sorry I cannot give any secret rule by which others might accomplish the same thing. It was not done by any stunts, however. The increase is due partly to the fact that our new warehouse is probably the most artistic building of its kind in the world. Believe it or not, it is the tallest structure not only in the Hollywood district, but in the entire city of Los Angeles—a height limit building of fourteen stories, elaborately ornamented with marble and molded concrete. The offices and reception rooms on the main floor do credit to any bank or mercantile establishment. Flood lighting on the building at night makes it stand out as a landmark for miles around.

The selection of our new site at Santa

We were seeking a way to turn to a profit the usual percentage of lost labor efficiency which is written in red ink on the books of every large storage company. This loss, ranging from about 18 to 35 per cent of the total labor cost, is due to the comparatively quiet spells between the two peak periods of every month—the first and fifteenth.

Even though, in the particular case of our concern, the business has increased 20 per cent during the few months since we moved into our new building, we have been unable to reduce this loss below 18 per cent, and I doubt if any other storage firm has done much better. Some way had to be found to keep our workmen busy during these dull spells.

Monica Boulevard and Highland Avenue was no haphazard affair, but the result of a careful survey made by Eberle & Riggleman, a firm of statistical experts, who after several months of study reported to us that the location was the exact center of residential Los Angeles, even though it was miles from the business district.

The survey indicated Hollywood to be the logical distributing point for 80 per cent of all household shipments coming to Los Angeles, lying within easy reach of the fashionable West Adams, Wilshire, Beverly Hills and Hollywood sections, with little street traffic to contend with.

Substantiating our own judgment regarding the new location, the Bekins Van & Storage Co. recently completed a big plant a few blocks from our warehouse.

Our building is topped with a powerful radio station, the tall, graceful aerial towers designed as a part of the structure, and many times each day the name of our company is broadcast to thousands of listeners-in throughout this part of the country: "This is KMTR, on the Hollywood Storage Building, Hollywood, Cal."

The radio and the new building itself we consider our best advertising, and to these features and to the critical location of our plant can be attributed practically the entire 20 per cent increase in our business within three months.

(EDITORIAL NOTE: Turn to page 31 for Hollywood Storage Co. pictures.)

*Manager Hollywood Storage Co., Hollywood, Cal.

Can a Storage and Moving Company Use Window Display Publicity?

The Affirmative Answer—Based on the Experience of the Jackson Company of Chicago—Is Here Given

By ERNEST A. DENCH

ARDENT advocates of window display, especially in addressing groups of business men, declare that any business which has something to sell, be it merchandise or service, ought to use the visualized form of publicity as afforded by show window publicity. Sandwiched in a lot of the platitudes and hot air, there is an undercurrent of sound sense; only, in nine cases out of ten, the lecturer flounders around without getting anywhere and seldom ventures a specific suggestion as to how, for example, the storage and moving concern can adopt this advertising medium.

Rarely are there show windows at the disposal of the storage and van warehouse. It is probably confined to a small office tucked away in some obscure street. Even if the window was remodeled, the few passers-by would not warrant the expenditure and effort involved.

There are, however, "foreign" window display mediums, of which the following are being used by concerns with limited show window facilities.

1. Chamber of Commerce: In not a few cities today the local Chamber of Commerce or Board of Trade is alert to keeping the money at home. The blank wall or curtained

window is no longer existant in many progressive cities, among them Syracuse, N. Y. We could, offhand, name at least fifty thriving communities who use their central headquarters to boost local firms. The plan followed by Syracuse is probably typical of many other cities. Each member is assessed ten dollars for a week's use of the Chamber of Commerce's window.

2. Your Bank May Help: Have you noticed how the window display habit is spreading to banks? Lots of them have thrown aside their reputed conservativeness to advertising; removed the row of iron bars and have blossomed forth with an attractive show window frontage.

One phase of bank promotion is to exploit local industries. This helps to keep the money in local circulation. If your bank is wooed to window display, why not arrange for a forthcoming exhibit?

3. The Electric Light Utility: Public service companies, particularly those in the electricity field, turn over an occasional window to a local store, which is given the benefit of the most effective forms of window lighting, and is a convincing object lesson to other local concerns who may be a little backward in this respect.

PERHAPS the first household goods warehouse company to use show-window publicity in this field is the Jackson Storage & Van Company, Chicago and Oak Park, Ill. If there are any other claimants, please speak up or forever hold your peace. Here is how it all came about, told in the words of C. A. Willard, the firm's secretary:

"We have very little show window space in or about our warehouses; some of them have absolutely none, but a well-lighted window in a vacant store on a prominent street in Oak Park gave us the idea for getting more business. We found the owner of this store glad to let us decorate the window of this empty store until the occupants moved in.

"We at once got in touch with a local window display concern, giving them our ideas, which they followed out and improved upon."

Before we proceed to review the display in question, we will have something to say on window display fundamentals, so that you may gain a better idea of how Jackson's adhered to the same, and so prove helpful guidance in the event you are planning to break into visualized publicity medium.

WHAT of the window display in household goods warehousing? The Jackson Storage & Van Co., operating in Chicago and suburban towns, has been one of the pioneers in this form of publicity.

In this article Mr. Dench analyzes the Jackson window show from four viewpoints:

1. Selling power, 50 per cent.
2. Artistic treatment, 20 per cent.
3. Originality of treatment, 20 per cent.
4. Window cards, 10 per cent.

The author of this article is a recognized national authority on the subject he discusses. He has been called "The Apostle of Window Display," and has written a book entitled "The Modern Retailer's Show Window," which is to be published early next year.

Read what Mr. Dench has to say about the Jackson display and regarding window publicity in general—it may inspire you to make use of this visualized form of advertising.

What makes one storage and moving window display go over in a smashing manner while another trim scarcely creates a ripple of interest?

Every art, science, craft, or whatever you choose to designate window display, is surrounded by fundamental principles. These are very much like the laws of civilization—ignore them and there is a penalty to pay.

Stripped to the bare bones, these window display fundamental principles, when strictly adhered to, bring about the following desirable results:

1. Attract attention to the window.
2. Arouse interest in what is shown.
3. Prompt the consumer to patronize the advertiser.

Do you ever stop to analyze these fundamental principles? Perhaps the idea for a storage and moving window display flashes through your brain like lightning. No need to curb your originality at this stage.

The next step is to work out the details of the trim. In doing this you carefully consider your display space, the materials that are available, the amount of money you have to spend, and the featured commodity.



Jackson Storage & Van Co.'s Oak Park, Ill., window display advertising facilities and service. Here are selling power and artistic and original treatment

That is the way not a few storage and moving displays see the light of day, but the preliminaries should be probed deeper than that.

There is no ironclad way to avoid total failure, but it can be steered clear of as far as humanly possible.

One can never be positively sure of the public's reaction to a window showing. Even a successful novelist or playwright, smothered in the technique of his craft, produces an occasional "lemon." He is a past master at story telling, which is technique coupled with imagination. The plot, however, is essentially a product of his imagination; it may not strike a popular appeal.

Imagination, if held in check, is a very fine thing in window display work. Without this precious gift, the display man seldom breaks away from mediocre efforts.

Freak effects should not be coupled with originality. They may be both clever and striking, but seldom possess the popular appeal elements.

Your window space should be, or is, charged so much rental space each week.

Some Freak Displays

ONE display manager conceived the brilliant idea for a bridal jewelry display, in which were three kewpie dolls. The blushing bride was there, as was the groom, a cute little picaninny, with the minister about to waive the color line in marriage.

A card announced that "We don't care who you are—we'll supply the wedding ring."

Many women turned away from the window in sheer disgust. Had it been in the South, a riot might have been started. Anyway, it took this jeweler

a long time to win back his lost good will.

In a conservative New England town an eel-knotting contest was staged in a fish market window. A small money prize was given to the boy who could pick up two of the live eels and knot them together.

Women spectators protested at the alleged cruelty, and the store got unfavorable publicity in the local newspapers. It took a long time before the incident was forgotten, with a consequent loss of business.

Here's another example of imagination permitted to run riot. The display man hit upon something novel for a patriotic appeal in a lingerie display. Several past Presidents of the United States, for which wax figures were employed, were garbed in frilly lingerie.

Imagine, if you can, the spectacle of George Washington in an envelope chemise and boudoir cap, with Abraham Lincoln in silk bloomers and vest? There were a few hawhaws from the younger element, but the substantial citizens of the town were disgusted.

Men may see the funny side of some of these freak displays, but women—seldom or never. A display must be in perfect good taste to appeal to her. And as the woman does most of the buying, and influences the rest, it is poor business judgment to antagonize her!

That's where the popular appeal comes in. A window display should prove offensive to none.

Listing the Fundamentals

PERHAPS at some time or another you have entered a window display contest. The first thing you did was to pay strict attention to the rules that

were given so as to play safe. Sandwiched in somewhere among these rules were quoted the points by which the entries were to be judged. Did they read something like this?

1. Selling Power, 50 per cent.
2. Artistic Treatment, 20 per cent.
3. Originality of Treatment, 20 per cent.
4. Window Cards, 10 per cent.

If so, these are the fundamental principles of window display. Authorities on the subject may differ as to the percentages to be allotted to the four fundamentals, but they all work out much the same in the long run.

We hinted at the enterprise of the Jackson Storage & Van Co., Oak Park, in the beginning of this article, and that firm's window show, "pulled to pieces," is as follows:

Selling Power 50 Per Cent

DIRECTLY, none; indirectly, a whole lot. People do not move simply because a window display reminds them to do so in the same way that a woman buys a gown on impulse, or a man a Mother's Day gift, or a child a stick of candy.

It was the kind of a trim to cause the spectator to remember the company when moving from one residence into another.

The two departments—moving and storage—of the company received equal recognition in the exhibit. The storage branch afforded more scope for taking care of what we may term assignments, inasmuch as local residents may be wondering what to do with a lot of their surplus belongings in cramped quarters. Or, on the other hand, if a family were "breaking up camp," the trim might in-

duce them to put the furniture in storage, rather than selling it at a heavy financial sacrifice, until they were sure of staying in their new environment.

On these grounds, then, the trim is entitled to the full quota allotted for selling power.

Artistic Treatment 20 Per Cent

THE display setpiece was, to all intents and purposes, a three-wing panel, with the largest panel across the middle and the smaller ones at the sides. There was ornamental work along the top of the paneled setpiece, with a large photograph neatly mounted at the top of each side wing, below which came the caption in dignified black script.

The animated scene painted on the central wing was deftly done, with bold strokes of the artist's brush in evidence in naming the company and quoting the slogan, blended into which was a sketch of one of the Jackson trucks.

Originality of Treatment 20 Per Cent

ONE must first appreciate what constitutes originality. Our interpretation is that originality implies imparting fresh treatment to an old idea. Even the fiction writer, in the knowledge that there is nothing new under the sun, is addicted to dressing time-worn plots with new situations or clothing them in different language.

As this Jackson display is the first, to our personal knowledge, to hail from the storage and moving business, it would necessarily be original, no matter how hackneyed it might be, if judged from the broader standpoint of what has gone before in the wider window display arena, covering every possible trade.

The panel treatment is "old stuff," but it's what you have on the panel or screen which counts. Did this present an entirely new message to the public? It did. Aside from this, the display proved a distinct novelty because it had never been done in this field before; not, at least, in Oak Park and vicinity.

Leaving aside the animation, which was the big drawing card of the presentation, it would have still hit the high spots for the 20 per cent allowed for originality of treatment.

The animated scene on the middle panel was in two sections, one section showing at the time. The one "snapped"

by the photographer, and shown in the accompanying illustration, is that in miniature of one of the Jackson big vans going along a street lined with houses, in the midst of which stands one of the Jackson storage warehouses, of which there are seven altogether.

The scene changes, to disclose a covered wagon crossing the prairies and pulled by four oxen, and preceded by two pioneer scouts on horseback. This animation was first worked along a belt; but, as this did not prove satisfactory, the Jackson company is now employing a quarter-horsepower motor, which performs the work in an admirable manner.

Only the upper half of the central panel carried the animated attraction. Below this was a still life van, which merged into the following message:

"Jackson Storage and Van Company
STORAGE
The Spear-it Service.
Beyond Compare for Taking Care."

The word "storage" was painted on a large red spear, with the spear reference below this, and the slogan at the very bottom:

The lettering on the main part of the scene was in gold leaf, while the scenic part was carried out in realistic water colors.

The right side wing of the set piece was topped with a mounted photograph of four immaculately uniformed piano movers, cleverly introduced in the following way:

"The Four Horsemen of the Piano
Moving World.
Let us prove how well we MOVE."

The photograph heading the left side wing afforded an exterior view of one of the Jackson storage warehouses. This was followed by the message quoted below:

"SECURITY!
STORAGE AT THE USUAL RATES
but with
UNUSUAL CARE."

Here, then, in detail, is the lay-out of this striking demonstration of display craftsmanship, which, by the way, was intrusted to a local window display installation company at an approximate cost of \$250.

Window Cards 10 Per Cent

THIS quota is richly deserved, for apart from two showcards, stationed uprights, just below each end of the central panel, carried just the right

amount of explanatory matter to visualize the two important forms of service offered by Jackson's.

The two cards were captioned in the following vein:

1. "It won't cost any more to let us rightly store."
2. "We are prepared to do the best for you."

The showcards were neat examples, for which white stock was used, with the lettering in gilt, and an embossed fancy scroll letter for the first letter on each card.

The Results

AS to the results of this show window publicity, we will now hear from Mr. Willard on the subject:

"Down to date we have had this display in one of our own windows and in two stores. We are now arranging to install it in one of the local banks, who have very graciously consented to put it in one of their windows. We kept it in the first window for over a week, then removed it and made mechanical changes in the setpiece, as indicated, and it again appeared before the public. We have since then been giving it a fortnight's showing at each place, finding that it did not lose its interest to the public up to the end of that time.

"We are not able to trace the results of our advertising, but our little flyer has created a great deal of favorable comment. All this convinces us that it is putting our name and business before people, a great many of whom have not been interested in our other forms of advertising.

"The length of time we will keep this display going is problematical, depending largely on the inclination of the merchants to donate their windows. It is not likely, for the present, we will follow this with further window displays, since we do not wish to wear out our welcome with friendly stores. Not having the right facilities for displays on our own premises, it would be a waste of time, money and effort to conduct a schedule of window trials.

"However, we are not promising anyone that we will not do something like this again in the future, for, in our opinion, this has been a very successful form of business promotion, probably in view of the fact that storage warehouses seldom advertise in this way."

Los Angeles Warehouse Foreman Invents a Loading Platform Adjustable to Motor Truck Heights

A LOADING platform that is easily and quickly adjusted to any height of truck bed, is in use by the Los Angeles Warehouse Co., Los Angeles—the invention of John Broadhead, warehouse foreman.

The bed of the platform is made of four 3-inch planks, each 10 feet long, supported by four 4 x 4 posts, two at the outer end and two in the middle, braced both ways by 2 x 4's. The inner end of the planks are sloped to a thin edge, covered with sheet iron and rest upon the concrete loading platform. The feet of the posts also are protected with

sheet iron, as are the outer ends of the planks.

The end posts are of sufficient height to bring the outer end of the platform flush with the bed of the lowest truck, when resting upon the sloping concrete driveway. For use with higher trucks, the platform is pulled up the driveway until the requisite height is reached. Truck beds extend far enough beyond the hind wheels to reach the loading platform, even when the latter is pulled part way up the driveway.

This platform has the advantage of not having to be moved each time it is used, as it can be left on one of the

sloping driveways most of the time, as the latter seldom is used for rolling loads up the incline. Furthermore, it is much easier and quicker to slide this platform up the driveway a few inches, to adjust it to the height of the truck bed, than to lift the ordinary straight board platform and place one end upon the truck bed, then take it out of the way after it has been used.

Another advantage of the adjustable platform is its greater length, which renders the moving of loads over it easier than where an ordinary, shorter platform is used, because the slope of the former is not so steep.

How Warehouse Receipts Operate Through Banks in the Northwest

Functioning of Negotiable and Non-Negotiable Documents Is Explained

By W. H. BERRY,

Assistant Cashier, First National Bank, Seattle

OUR statute provides that any person, firm, company, corporation or association of persons operating a warehouse may act as warehouseman and issue warehouse receipts. Recently one of our leading warehouses used as an advertising slogan "Our integrity is your security." This slogan expresses the really true situation; therefore the integrity, character, stability, reputation and responsibility of the warehouseman

should be carefully checked before placing goods for storage in the warehouse.

The banker gives great weight to these qualities in valuing the warehouseman's paper.

After being satisfied as to the soundness of the warehouseman, decision must be made as to the proper form of receipt to request—negotiable or non-negotiable. There are many arguments in favor of both forms, and each has advantages for use in specific transactions.

THE negotiable receipt, if issued to bearer, may be transferred by delivery only, or, if issued to the order of a specific person, may pass by indorsement in the same manner as any other negotiable instrument. Transfer of this form of receipt conveys title to the goods covered thereby, and such goods are subject only to such warehouse lien or charges as are specified in the receipt and also such lien or charges can apply only to the specific goods covered by the receipt.

In order legally to withdraw goods from the warehouse it is necessary to surrender the original receipt and have the amount of goods withdrawn indorsed on the receipt; or, if the full amount is taken from the warehouse, the receipt must be taken up by the warehouseman and cancelled. Care should be exercised to see that a negotiable receipt is not lost, misplaced or destroyed.

Banks generally regard negotiable warehouse receipts as good collateral providing the instrument is genuine and the goods covered thereby are of staple quality.

Non-negotiable receipts may be transferred in the same manner as negotiable receipts; but, as such receipts do not carry title, transfer of the goods covered thereby cannot be made by the passing of receipts from one person to another.

Furthermore, goods stored under non-negotiable receipts are subject to warehousemen's lien and charges regardless of whether specified in the receipt or not, and such charges and liens may apply to any or all other goods held by the warehouseman under non-negotiable receipts in the name of the same owner.

Surrender of a non-negotiable receipt is not required by law in order to withdraw the goods covered thereby.

Actual transfer of goods under the non-negotiable warehouse receipt can be accomplished only by written order from the party in whose name the goods were stored.

Some banks prefer this form of receipt, and when goods are offered as collateral require a non-negotiable receipt issued in the bank's name. In such a case the bank maintains sole control over the goods and the warehouseman will not allow deliveries without written authority of the bank. The banker assumes no liability if the receipt is lost, misplaced or destroyed.

Banks often accept non-negotiable receipts issued to the owner of the goods as collateral, but in such cases notify the warehouse immediately that the receipt has been assigned to the bank, and warehousemen generally accept such notice as a transfer of the goods to the bank.

Insurance

The question of insurance follows closing the placing of goods in storage, as the warehouseman seldom, if ever, assumes any responsibility of a loss by fire. Therefore, goods placed in storage should be properly insured by the owner.

When warehouse receipts are pledged or hypothecated with the bank and proper transfers made, the receipts are then carefully checked by the banker as to the following points:

1. Standing of warehouseman.
2. Character of warehouse for class of goods stored.
3. Form of receipt.

4. Description of goods.

5. Authority of signature to receipts.

6. Liens and charges against goods.

7. Storage rate.

8. That proper insurance coverage has been effected.

As withdrawals are required by the borrower, application is made to the bank. The bank will issue its banker's order if only a portion of the goods are being withdrawn and then indorse the portion withdrawn on the back of the warehouse receipts; or, if the full amount of goods on the receipt are withdrawn, the bank will surrender the original receipt, which is then surrendered to the warehouseman.

The legality of deliveries by the warehouseman under banker's orders is questionable, but owing to responsibility of banks the fact that in the banker's orders the bank states that it holds the original receipt, releases the portion of goods withdrawn and agrees to indorse the withdrawal on the original receipt and assumes the responsibility for doing so, the warehouseman generally accepts bankers' orders for delivery of goods under negotiable receipts. Under withdrawals from non-negotiable receipts, the banker's order covers all legal requirements.

When withdrawals are made the borrower may be required to settle for the goods withdrawn by cash payment, or substitution of other collateral, or, if in good credit standing with the bank, may secure release of goods against a trust receipt and account to the bank at a later date; in some instances, after the goods have been delivered to the purchaser and paid for by him.

The negotiable warehouse receipt is made negotiable by statute and is a valuable instrument as collateral; therefore its sanctity should be safely guarded by all parties concerned.

The warehouseman should exercise ex-

treme care to see that the provisions of the warehouse Act are followed closely so that the holders of negotiable receipts may have every possible protection.

The holders of negotiable receipts should not make unreasonable or illegal

requests upon the warehouseman.

The abuse or disregard of negotiable warehouse receipts could easily destroy one of our most staple forms of collateral security and useful instruments in financial trade.

Lift Van Service Being Popularized by California Storage Company

By JAMES V. MURRAY

LIFT van service is popular with people who are moving their household effects to another city and have not yet made arrangements for their new dwelling place, according to D. C. Boles, vice-president and treasurer of the Signal Transfer & Storage Company and the California Highway Express, San Francisco.

"In such a case," to quote Mr. Boles, "goods remain intact in our warehouse at point of destination, within the sealed van body, until the folks have leased their new home. Upon phone call from them, giving us the new address, we hoist the one or more vans onto our flat bed trucks and make the delivery. Our charge for vans in demurrage this way is only a dollar a day for each van, and we keep them in our own warehouse for ten days.

"Other cases where a lift van service is appreciated is where there is a long jump—a journey by rail, say, to Chicago or New York or Boston. We ship the vans by rail or steamship in accordance with the wishes of our clients.

"Secretary of Commerce Hoover, who lives in Palo Alto, Cal., on his return from Europe some time ago, bringing with him many rarities from Europe, used the lift van service for his valuables.

"And the records show many van

bodies in transit at such main points of travel as New York City and London, England.

"The service is believed to have been originated in Amsterdam, Holland, and spread first all throughout Europe and then was adopted in this country.

"The empty van weighs 3250 pounds, and our minimum load requirements are for 2500 pounds of cargo.

Description of Vehicles

"The van is built very strongly of fiber board, covered with thin sheet steel, and in the case of the California Highway Express, the bodies are painted a bright green, with our advertising on the sides in large yellow letters.

"Each van is equipped with strong shackle bolts, at four points on the top, for hoisting by means of overhead cranes or winches. And with the van, as equipment, are strong chains capable of being rove single, double or triple, attached to a device consisting of a hook, turnbuckle, and another hook, with turning pieces fitting in between the hooks and the buckle. The turnbuckle allows us to cinch the chain down tightly after the leads have been passed. For freight-car loading, on flat cars, the holes in the side of the car provide leads through

which to reeve the chains and make fast.

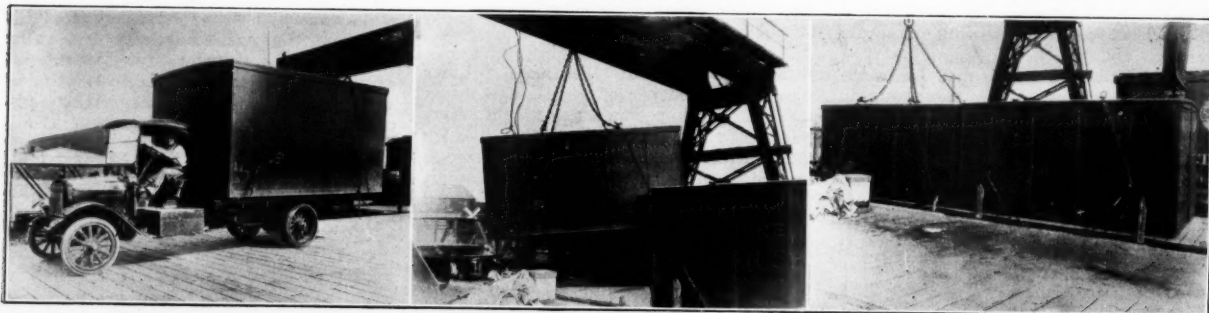
"At terminals are electric cranes, which lift the van bodies off the flat-bed motor trucks and load them, three if necessary, on each flat car.

"While we generally always have vans available for San Francisco service, in case we should run out we have our warehouses in Oakland and in Los Angeles to draw upon. And in such a case three vans are sent us, a carload, even though only one is needed.

"One advantage to the householder is no necessity for packing of goods when using the lift vans. Only such articles as bric-a-brac and dishes need to be crated or barreled. The furniture itself, including the piano, is loaded right into the van body as it is, there being dozens of quilts with each body to provide for safe stowage.

"Having the chains with the van body permits the truck driver to use them for his purposes as well as on the flat cars.

"By the use of the lift vans the cost of moving is lowered, as van moving over the highways represents more expense. However, in the case of wealthy people it is noted that they prefer to use the motor vans. It is people of moderate means, sales representatives say, who are making a hasty move from



Illustrating California Highway Express lift van service. Left—Lift van being backed, on a low bed flat truck, to a position under electric crane at railroad terminal. Center—Lift van being loaded onto a flat car. Right—The van loaded on a freight car for shipment

San Francisco to Los Angeles by order of their company, who are the most likely users of the lift van service. These often have to make the jump without a chance for preparing a new home in the other city, and the storage feature is appreciated by them.

"The greatest amount of use on these vans is between San Francisco and the Bay Cities, and Los Angeles, Pasadena and other points south in California. Only very occasionally do we get calls for shipment to the East Coast by steamer, or to Europe.

"As compared to old methods of rail shipping, there are great savings in time, money and trouble using the lift

vans. Were we to accept a shipment for rail routing, using a box car we would have to go through many maneuvers before the goods would be even started on the rails. After getting the goods at the home we would have to haul them to our warehouse, then run them into the packing room for packing and crating. Then we would have to reload the packed goods onto a truck and dump the cases into the freight shed and await our opportunity to load them into a freight car, or else pay the railroad company for doing the work.

"The railroad accepts delivery of the sealed vans 'as is,' and only one set of documents is passed between us.

"We commenced using lift vans two years ago, and have eight of them empty in this city most of the time, ready for service. And we can easily see the benefit the use of them has been, not only to the clients but to ourselves, in savings of time and labor, as well as packing materials.

"Moving these days, with special vans traveling the highways, and with the lift van service for rail or steamer shipment, does not present the terrors to the householder or the irksome work to the moving company that it did a few years ago."

Transferring 264,000 Books in Two Weeks

Was the Moving Problem of the Los Angeles Warehouse Company—and Here Is How the Job Was Done

By O. H. BARNHILL

ONE of the biggest and most difficult jobs ever undertaken by a California transfer company was the moving of the books and equipment of the Los Angeles public library, which task recently was completed by the Yellow Van & Storage Co., a subsidiary of the Los Angeles Warehouse Co.

Three hundred van loads of material were moved by thirty-five men, assisted by a small army of library employees. There were 264,000 volumes and an enormous quantity of shelves, desks, files and other equipment.

The material was transferred from the four upper floors of the Metropolitan Building, at Fifth Street and Broadway, to the new library building at Fifth and Grand. The moving distance was three blocks, two of which were through one of the most congested downtown business districts of the city, where the welter of traffic appalls even a New Yorker.

There were no contiguous alleys; therefore all the vans had to be loaded in the street. Fifth Street is a narrow thoroughfare, carrying past the Metropolitan Building two street-car lines, which further complicated the situation. The police department, however, gave every assistance in providing the necessary loading space and free passageway for the vans.

Some pieces of equipment were too large to be taken down in the elevator and had to be swung out of the windows, directly over the heads of the hurrying throngs below, and lowered with block-and-tackle into the waiting vans. Heavy liability insurance protected the transfer company from this extremely hazardous task.

In order to keep the thousands of library patrons waiting as few days as possible for the resumption of service,

the library board made a careful survey of the moving job and decided upon the minimum time required. This time limit was named in a voluminous blue-print contract, which indicated severe penalties for non-fulfillment.

No delays or time extensions for any reason whatsoever were provided for, and the transfer company was required to give bond for letter-perfect fulfillment of the contract. It was stipulated also that no material was to be injured in any way and that all of it was to be delivered at the new library in the exact order in which it was found in the Metropolitan Building. This provision was necessary because of the endless confusion and extra work that would result from the mixing up of any of the card indexes or files of books and magazines.

"I'll confess that the stiffness of that contract worried me considerably," confesses Harry Cremeens, who superintended the job, "because I knew how easy it would be to make a few little mistakes. Furthermore, many things might happen to delay the work for days."

"Two Anxious Weeks"

Work started on the fifteenth of the month, although the library did not close until four days later, when the transfer men first were given a free hand. The dead line was set for fifteen days later.

Those were two anxious weeks for the transfer company, especially Superintendent Cremeens and his company of thirty-five helpers, who made every possible effort to discharge with 100 per cent efficiency the great responsibility placed upon them. So successful were they that the work was completed two hours ahead of the time limit, without a single mistake or mishap.

"I want to express our great satisfac-

tion with the manner in which you carried through the moving of the contents of the main library from the Metropolitan Building to the new edifice," wrote Everett R. Perry, librarian, later.

"Your plan for accomplishing this large piece of work was most excellent, and the skill of all of your men, from the highest to the lowest, insured its successful accomplishment.

"We all wish to comment on the courteous attitude shown by all your men, which greatly pleased the members of the library staff.

"When we looked forward to moving it seemed as if we were facing something very difficult. We acknowledge that, owing to your effective cooperation, obstacles soon disappeared and the entire job moved forward smoothly.

"We shall take pleasure in saying a good word for you whenever opportunity arises."

Helen T. Kennedy, assistant librarian, expresses her appreciation in the following words:

"Now that the moving of the Los Angeles public library is an accomplished fact, I want to tell you how much the entire staff appreciates the splendid work done by the men of the Los Angeles Warehouse Company.

"The moving of 264,000 volumes and all the furniture and equipment of a big institution like this is no small task, and required not only skill but a vast amount of patience and good will.

"I cannot speak too highly of the ability and care with which every man did his part. The unfailing courtesy of the foremen and their willingness to do everything possible to make the moving a successful one is worthy of special mention. All of us are full of praise for the men and their work."

(Concluded on page 57)

"I just made up a joke.
Guess I'll shoot it to
'Life.'"

TWO BITS

"You should ought to
shoot it to death!"

Vol. VII. No. 6

A Bit Here, A Bit There

Gotham, December, 1926

Habits of Mexican Jumping Bean Were Discussed at A. W. A. Convention

Ye Correspondent's Expense Account Also a Bit Heavy Due to Golfing Entertainment, but Otherwise the Kansas City Meeting in January, 1927, Was More Than Mediocre

(Special by advance wireless to "Two Bits")

KANSAS CITY, MO., Jan. 14, 1927. —Another of those conventions—the 36th annual one of the Amer'n Warehousemen's Assoc'n—adjourned here today on a/c Gard Poole, the Boston storager who is the organ-iz'n's prexy, busted his gavel rapping for order & the exhausted delegates grabbed the 1st trains home before Prexy Poole could send out for a new gavel. The meeting lasted 4 days but it seemed like fortnight (2 weeks) to *Two Bit's* Correspondent, what with listening to long speeches on non-understandable subjects; taking down voluminous notes which were later thrown into the Missouri River on a/c we could not decipher what we wrote, & what, also, with our having to scurry around town to borrow funds to go on to Biloxi, Miss., to attend the winter confab of the Nat'l Furniture Warehousemen's Assoc'n. If Ye Correspondent is successful, which thus far it don't look like he will be, a full a/c of the N. F. W. A. convention will appear in the Jan. *Two Bits*.

Our Kansas City expense a/c—not more padded than usual—goes forward by freight. If it is ever O.K'd by *Two Bit's* Scotch business manager, Andy Murray, it will be a good story for storagers to relate to their grandchildren if any. The last time Andy got an expense a/c he sweated off 7½ lbs. which was a favor to him on a/c he was too fat anyhow & he would have had to pay more than that had he gone to a Y. M. C. A. gym even had they let him in.

Queen Marie Sails

The A. W. A. convention here which lasted it seemed like 2 weeks was a pretty good 1, all told. The speeches were pretty numerous, but that is usually the case when a bunch of orator-storagers get together with nobody in the audience having nerve enough to tell them to cut it short. Unfortunately Ye Correspondent of *Two Bits* was not in control of the proceedings, or otherwise we would have had a bunch of dictaphones installed & the orator-storagers could have talked their speeches, on their own time, onto the waxed cylinders, &

then we could all have devoted our entire time to golfing & later we could have gathered up the cylinders & sent them to Gotham & saved ourself taking all the notes we fired into the Missouri River on a/c we could not decipher them. The waxed cylinders might have even busted en route & Ye Correspondent would have had no work to do upon arriving home in Gotham.

Not a Court Decision

But, all told, the A. W. A. convention was a distinct success. A storager was elected prexy for the new yr. (1927) but the nominating committee overlooked giving Ye Correspondent a copy of the slate, & we was out golfing at the time the name was announced at the convention & before we got back to the convention Prexy Poole had busted his gavel & the delegates had grabbed the 1st trains home before he could send out for a new gavel. Our golfing expenditures are included in our expense a/c under the head of "Entertainment" on a/c we gave our fellow-storagers entertainmnet the way we golfed.

Yet, all told, the A. W. A. convention

could not be called a distinct failure. The oratory, while voluminous, stuck pretty close to the subjects under consideration for the most part. Ye Correspondent's score for 18 holes was 120 but was 108 with the wild strokes not counted but the storager who kept score was a stickler for discipline but we would bet he doesn't know anything more about using a typewriter than we do personally about swinging a golfing utensil, so there again you have an instance of the law of averages operating.

Dick Adams, the Kansas City storager, handled the hotel arrangements. There are several hotels here, but Dick picked on the Kansas City Athletic Club instead. The K. C. A. C. lies near the top of a hill so Dick provided trucks for the boys to get up to the club in. Dick said they were common carrier trucks but maybe he was punning. However, Ye Correspondent took a high-priced taxi from the main depot & the item is on our expense a/c. It would be.

A lot of the Kansas City storagers was on hand at the main depot to welcome the arriving delegates & from the looks of things when everybody stepped off the train you would have thought it was a convention of the National Golfing Association. But the Kansas City storagers was not on hand at the main depot to see the delegates off when they grabbed the 1st trains home after Prexy Poole busted his gavel. No, they was at their respectful domiciles trying to explain how-come they had not been around for 2 weeks. But that is generally the way at conventions—Ye Correspondent will never forget the time the N. F. W. A. held a convention in Gotham. In fact, if the truth be known, he will never be allowed to forget. It looks like a conversational spring and summer in Kansas City.

His Early Novels

Well, a chief topic at the convention sessions here was broached by a Texan storager who stores Mexican jumping beans. His problem was, what is a storager to do when some of these Mex-

EXTRA

One on the Editor

Kent Stiles controls this page USUALLY but this time the printer submitted to our threat to hold up his bill if he didn't let US control the page.

So it becomes necessary for us to destroy some of Kent's perfectly good BUNK to give you a picture of his absentmindedness.

He's been carrying a cane lately, rain or shine, perhaps to prove to Walter Sweeting that he appreciates the gift.

Now to get to the real meat of the story, Kent keeps said cane hanging on his costumer (coat tree) alongside of his golf sticks and rain coat. One rainy day last week, he removed said rain coat from its hanger, donned it, took said HANGER and proceeded to leave the office.

A faithful employee stopped the absent-minded editor saying, "Why, kind sir, do you take your coat hanger out to get wet?" —Whereupon, the said editor snapped out of his hop and exclaimed, "How silly of me, of course a coat hanger won't keep me dry—I'll have to get my cane."

BOOKS AND PAMPHLETS OF INTEREST TO WAREHOUSEMEN

These Can Be Supplied, at the Prices Indicated, by

DISTRIBUTION AND WAREHOUSING
249 West 39th Street
New York City

Cold-Storage Holdings \$0.10

Year ended December, 1925, with comparable data for earlier years. U. S. Department of Agriculture Statistical Bulletin No. 13.

Prepared by the Bureau of Agricultural Economics

Household Goods Warehousing in the United States 6.00

Selection of site, building design and construction, accounting, stowing, insect control, estimating, cartage, packing, rates, insurance, etc.

By Clarence A. Aspinwall

"I'll Never Move Again" 2.00

Humorous experiences of a man who has moved fifty-two times.

By Fitzhugh Green

Warehouse Directory (subscription to *Distribution and Warehousing* included) . . . 2.00

The industry's annual reference volume, containing statistics and data regarding warehouse companies throughout the United States and Canada.

The 1927 edition will appear as part of the January issue of *Distribution and Warehousing*. Single copies, each 1.00

United States Warehouse Act \$0.05

Regulations, as prescribed by Department of Agriculture, for warehousemen storing canned foods.

Warehousing 10.00

Trade customs and practices; financial and legal aspects.

By H. A. Haring

This book, with 1 year's subscription (including the *Warehouse Directory*) to *Distribution and Warehousing* 11.00

Warehouse Forms 0.10

Simplified Practice Recommendations No. 34 of the U. S. Department of Commerce. Describing and illustrating the standard warehouse documents approved by the Government.

Warehousing General Merchandise—An Encyclopedia

Prepared by the American Warehousemen's Association.

To A.W.A. members: Vol. I, \$15.00; Vol. II, \$7.50

Both 20.00

To non-members: Vol. I, \$20.00; Vol. II, \$10.00.

Both 25.00

ican jumping beans go wild when they get thirsty? The Texan storager said he considered it a cruel & inhuman act to tie a Mexican bean down so it couldn't jump. A Chicago storager who knows nothing about agriculture suggested why not give the wild beans some cotton gin when they got thirsty?—he said he had never tasted cotton gin himself but had heard that it was easily obtainable in the South. Prexy Poole knocked a sliver off his gavel trying to keep order, the Southern storagers laughed so heartily.

The Texan storager who had broached the subject told an interesting story about some of his stored Mexican jumping beans going wild from thirst & flocking into a restaurant kitchen & climbing into a bowl of soup. The restaurant proprietor had put chicken soup on his menu, but the guests got bean soup instead & the proprietor sued the Texan storager for allowing the beans to escape from storage.

Discussion of this problem one night kept the delegates up all night, which is most unusual at a storagers' convention. It seems the Texan storager insisted on having the delegates adopt resolutions asking the Dep't of Agriculture

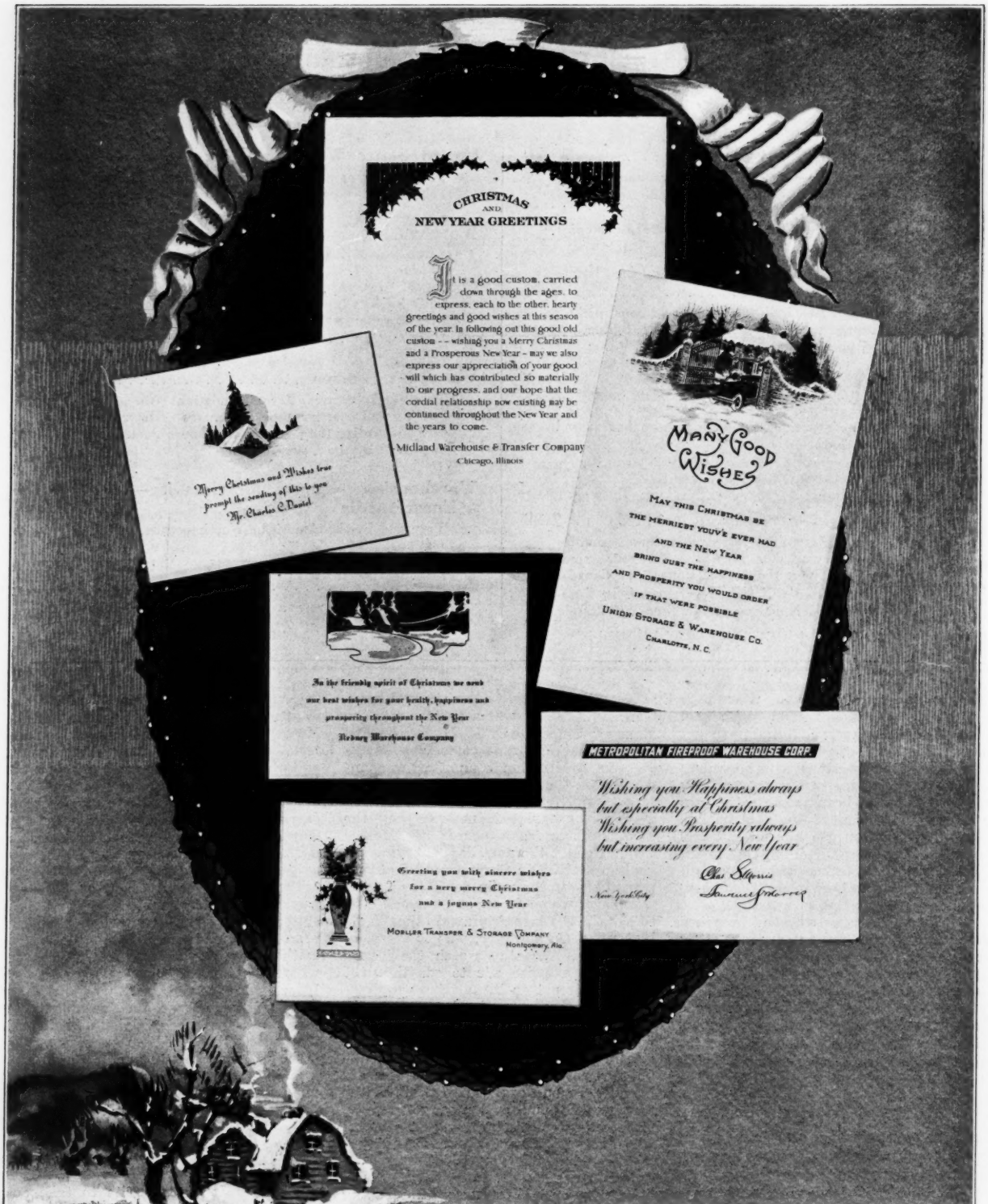
at Washington how to tame a wild bean. Opponents said it was a problem for the Mexican, & not the U. S. Gov't to tackle, on a/c jumping beans come from Mexico. An arbitration committee was appointed & the committee brought in a report, which was adopted, whereby the assoc'n appropriated funds to pay the Texan storager's expenses to Mexico City. He left the next day, carrying his golfing sticks. Ye Correspondent accompanied him to the main depot & paid the taxi fare, which is on our expense a/c, so our tip to Clare Aspinwall, the Washington, D. C., storager, who is treas. of the A. W. A., is to watch the Texan storager's expense a/c to see that the taxi fare is not on it.

All told, the convention here was something more than a mediocre 1, & it must not be assumed that the golfing course was poor on a/c of Ye Correspondent's unimpressive score. The green fees are included in our expense a/c. Both the merchandise and cold storage sessions was well-attended, largely by delegates who are so ignorant about golfing that they couldn't tell you which end of a caddy to use.

In a day or 2, if we succeed in scraping up enough funds for trainfare, Ye Cor-

respondent will leave for Biloxi, Miss., to attend the N. F. W. A. winter confab. Moth prevention is to be one of the subjects discussed, our understanding is, and even right now we are working on a plan which may prove very beneficial to both the household goods and merchandise branches of the storagers' industry. Our idea is to cross a moth miller with a Mexican jumping bean in such a way as to produce a quaint insect. A moth miller, as at present constituted, is always hungry for upholstery and tux suits, whereas the current-day jumping bean goes wild from thirst. Also, a moth miller likes to stay in a warehouse whereas a jumping bean tries to escape. If we can succeed in Burbankizing a breed of moth-beans and training them from infancy, there ought to be some way of solving the two problems. In other words, what we aim to produce is a moth-bean which will be content to remain in a warehouse without eating upholstery and tux suits. It will be interesting to learn whether the new insect will fly like a moth or jump like a bean. If it tries to do both at the same time, our advice to storagers is to take out more insurance on contents.

Suggestions for Christmas



CHRISTMAS
AND
NEW YEAR GREETINGS

It is a good custom, carried down through the ages, to express, each to the other, hearty greetings and good wishes at this season of the year. In following out this good old custom -- wishing you a Merry Christmas and a Prosperous New Year -- may we also express our appreciation of your good will which has contributed so materially to our progress, and our hope that the cordial relationship now existing may be continued throughout the New Year and the years to come.

Midland Warehouse & Transfer Company
Chicago, Illinois

Merry Christmas and Wishes true
prompt the sending of this to you
Mr. Charles E. David

MANY GOOD
WISHES

MAY THIS CHRISTMAS BE
THE MERRIEST YOU'VE EVER HAD
AND THE NEW YEAR
BRING JUST THE HAPPINESS
AND PROSPERITY YOU WOULD ORDER
IF THAT WERE POSSIBLE
UNION STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

In the friendly spirit of Christmas we send
our best wishes for your health, happiness and
prosperity throughout the New Year
Hobart Warehouse Company

Greeting you with sincere wishes
for a very merry Christmas
and a joyous New Year

MOELLER TRANSFER & STORAGE COMPANY
Montgomery, Ala.

METROPOLITAN FIREPROOF WAREHOUSE CORP.

Wishing you Happiness always
but especially at Christmas
Wishing you Prosperity always
but increasing every New Year

Our Sincerely
James J. Morrow

Grand New Year's Greetings



May there come to you this Christmas
a veritable treasure ship of Happiness,
full laden with a cargo of life's
most precious things.

Friendship, Health, Success,

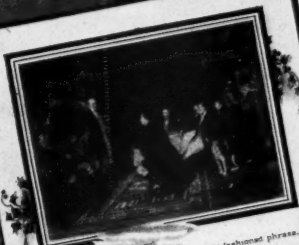
Prosperity and Contentment.

And may you have fair weather

through all the coming year.

Suffolk Storage Warehouse Company

100 N. W. 10th Avenue
Duluth, Minn. 55801-1000



It's an old-fashioned wish and an old-fashioned phrase.

But it's like the old-fashioned sense of cherry old days.

Substantial and hearty and most heart sincere.

To you, Merry Christmas and Happy New Year.

Frank H. Myers

President

The Terminal Warehouse Co.

Portland Storage & Warehouse Company

Duluth, U. S. A.



Red Leaf Brand

With kind remembrance

and best wishes for Christmas

and the New Year

Lois Savidge



Christmas 1925



WAITING -- Under the Mistletoe



LOS ANGELES, CALIF.



With all kind thoughts for

Christmas and the coming year

Michael V. Perry



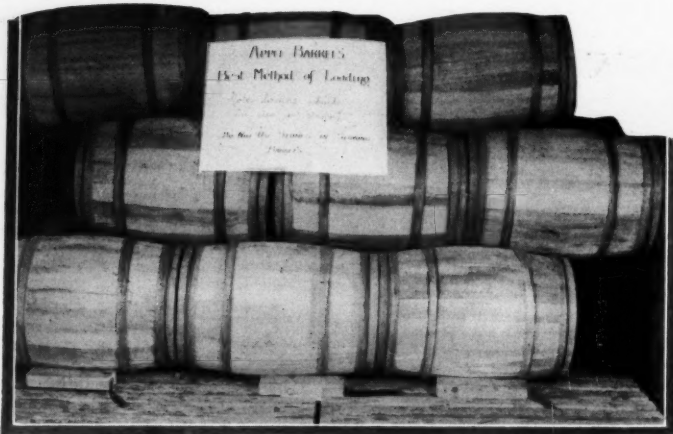
Christmas Greetings

and sincere good wishes for

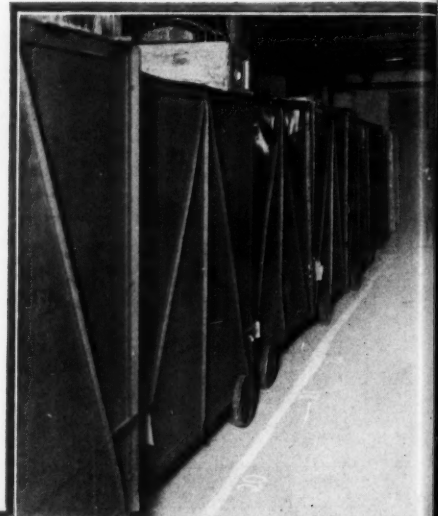
the coming year.

Marie M. Brown

News View and Review Pictorial



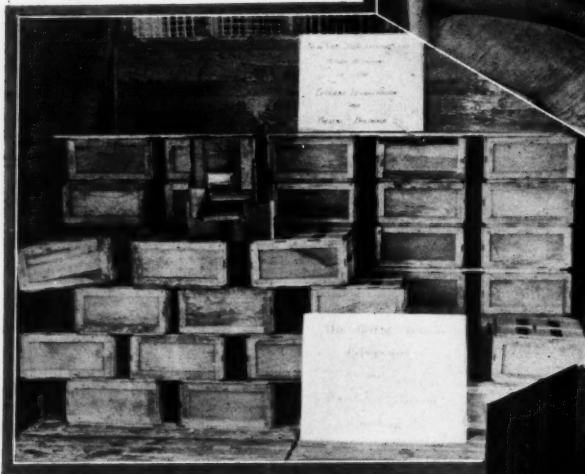
Above—How apples are loaded, to avoid crushing or breaking barrels, in refrigerator car of Merchants Despatch Transportation Co. Note absence of stones to hold load—wooden chucks are used instead.



To right—Showing cross tie method of loading, keeping bags away from sides of car.



Above — King shipping case—a steel container for shipping and storing household goods—produced by the King Storage Warehouse, Inc., Syracuse, N. Y.



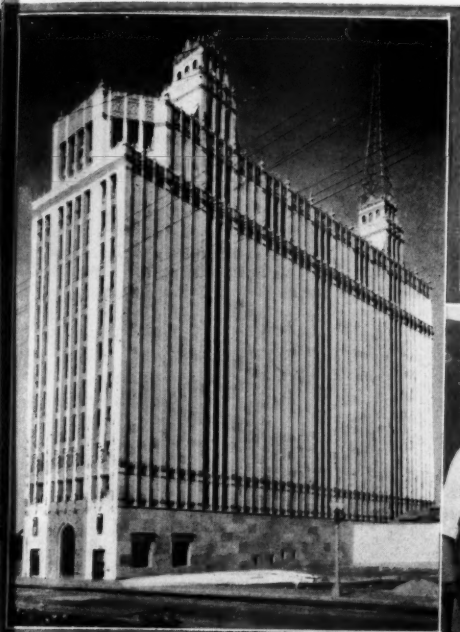
Above—In upper right in this view is shown proper method of loading crated lettuce; in foreground, the improper method, retarding refrigeration and leading to breakage.

To right — New van put into operation by Jackson Storage & Van Co., Chicago.



To left—Trailers and special bodies have recently been installed in distribution business of Rockford & Interurban Railroad, operating in Wisconsin. (For story see page 57.)

Reflecting the Storage Industry



Above—Reinforced concrete 14-story house-hold goods warehouse of Hollywood Storage Co., Hollywood, Cal. (See C. A. Reinhardt's article, page 19.)

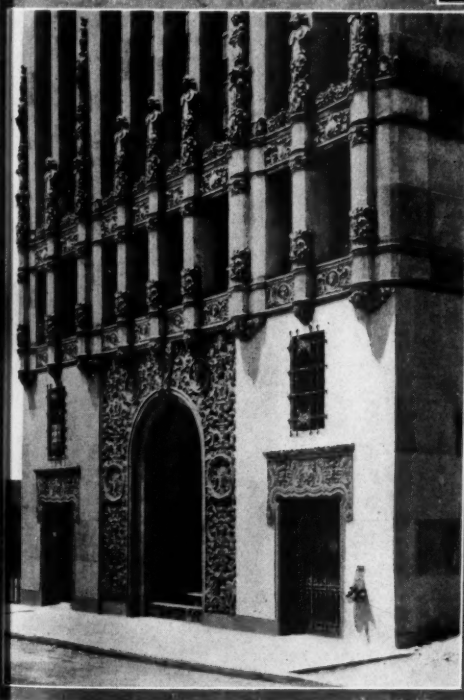
To right—W. W. Morse, president Security Warehouse Co., Minneapolis, and Fred Crone, president Crone Storage Co., Ltd., Vancouver, on Mr. Morse's recent visit to British Columbia.



To left—F. E. Grimmer, of the Grimmer Storage & Truck Line, Spokane, and Tall Eagle Feather (Grace Jacobs), a princess of the Nez Perce tribe of Central Idaho Indians.



Below—The lobby and offices of the Hollywood Storage Co.'s warehouse would do justice to any bank.



Above—Entrance to Hollywood company's warehouse.



No. 10

Success

John P. Feuling

Let's Take the Old Family

"To Use His Own Modest Description, He 'Just Worked'"

NEXT to the one about "Who was that lady I saw you out with last night?" it is supposed that the oldest gag in vaudeville is the story about the twin cities of Minneapolis and St. Paul—Minne for Minneapolis and Ha Ha for St. Paul. The keen and sometimes bitter rivalry between the two communities is traditional. This, however, is the story of a warehouse executive who operates half way between the two, yet manages to remain on friendly and profitable terms with both.

When John P. Feuling, today president of the Central Warehouse Co., first engaged in business in what is known as the Midway district, the firm in which he was interested was located some distance out in the country between the two cities. Since then each town has grown, until Mr. Feuling is right in the middle. And during those years he himself has grown from a humble bookkeeper to head of the concern. And it isn't so many years, at that.

As a youth, Mr. Feuling taught school in a little town called Ionia, Iowa. The story of how he happened to get into the warehouse business reads like the case of the mountain coming to Mohammed—for, as a matter of fact, the job sought him out.

The man who was at that time president of the Central Warehouse Co. was interested also in banking, and it was while he was on his way to a bankers' convention in Des Moines that he happened to be chatting casually with a banker from Ionia, Iowa.

"You don't happen to know," the man from the head of the Mississippi asked the banker from Ionia, "of an ambitious, energetic, hard-working young man whom I could get to come into my business and learn it from the ground up, do you?"

And the Ionia banker knew just the young man—John P. Feuling, steady, reliable, and "a bear" for hard work, the subject of this Album sketch having been brought up on a farm outside the Iowa town.

That was early in the week. A letter to young Feuling asked him to meet the Twin Cities banker-warehouseman in Waterloo, Iowa, on the following Sunday.

So John got the job, starting in as a bookkeeper at \$40 a month after arriving in St. Paul on the following Tuesday.

That was in 1902. Even then the man who headed the Central company was unable to take active charge of the business because of his banking interests, so it was not long before the

young bookkeeper realized that, if things were to be looked after properly, it was up to him to do it.

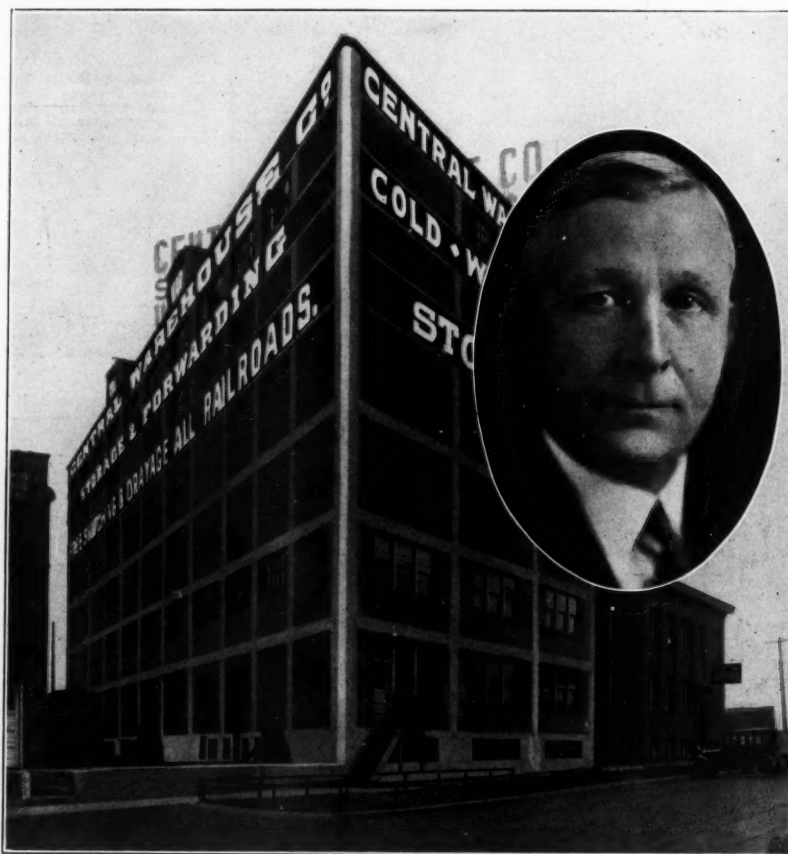
Gradually Mr. Feuling began to assume responsibilities, and so, from the very first, promotion came sure and steadily. His hours were long and his duties manifold. Sometimes he labored far into the night and often he worked on Sundays—for it was his theory that the way to get ahead was to earn more than his salary.

That he always earned more than his salary is evidenced by the fact the Central Warehouse Co. now operates sixteen storage plants in the neutral zone between St. Paul and Minneapolis. Some of these buildings are leased to other business interests, while others are given over to the housing of merchandise for distribution and products requiring cold

storage. The company maintains a fleet of eighteen motor trucks and its own electric engine for switching freight cars in which shipments are consigned to the warehouses. For the convenience of the employees there is operated a first class cafeteria in which upward of a hundred men and women eat their daily luncheons.

John P. Feuling now is known in both cities as one of the pioneer "storagers." He is president of the Midway Club and frequently is referred to as "King of the Midway District." He has won his way to the top without "pull." To use his own modest description, he "just worked." He also admits paying strict attention to business.

—E. F.



One of the sixteen storage buildings being operated by John P. Feuling, president of the Central Storage Co., St. Paul. In oval, Mr. Feuling

Stories

No. 11

Oil Album Out of Storage!

Clay S. Morse

"A Constructive Program at a Minimum Expense"

CLAY S. MORSE, now treasurer of the Oregon Transfer Co., Portland, Ore., is one man who may well be listed among the veterans of the public warehouse business, for he was initiated into the various ramifications of the storing and hauling business while he was still in short pants. That was back in the very early Nineties. It was a customer's prejudice against motor trucks as a means of transportation that gave him his start as an independent warehouseman.

At that time Mr. Morse's father was a member of the Wakeman-Morse Transfer Co., a firm that pioneered in Portland, having started business there in 1889. In April of 1906 the elder Morse sold his interest in the concern, and it was during the same year that young Morse started out for himself—but that is getting a little ahead of the story.

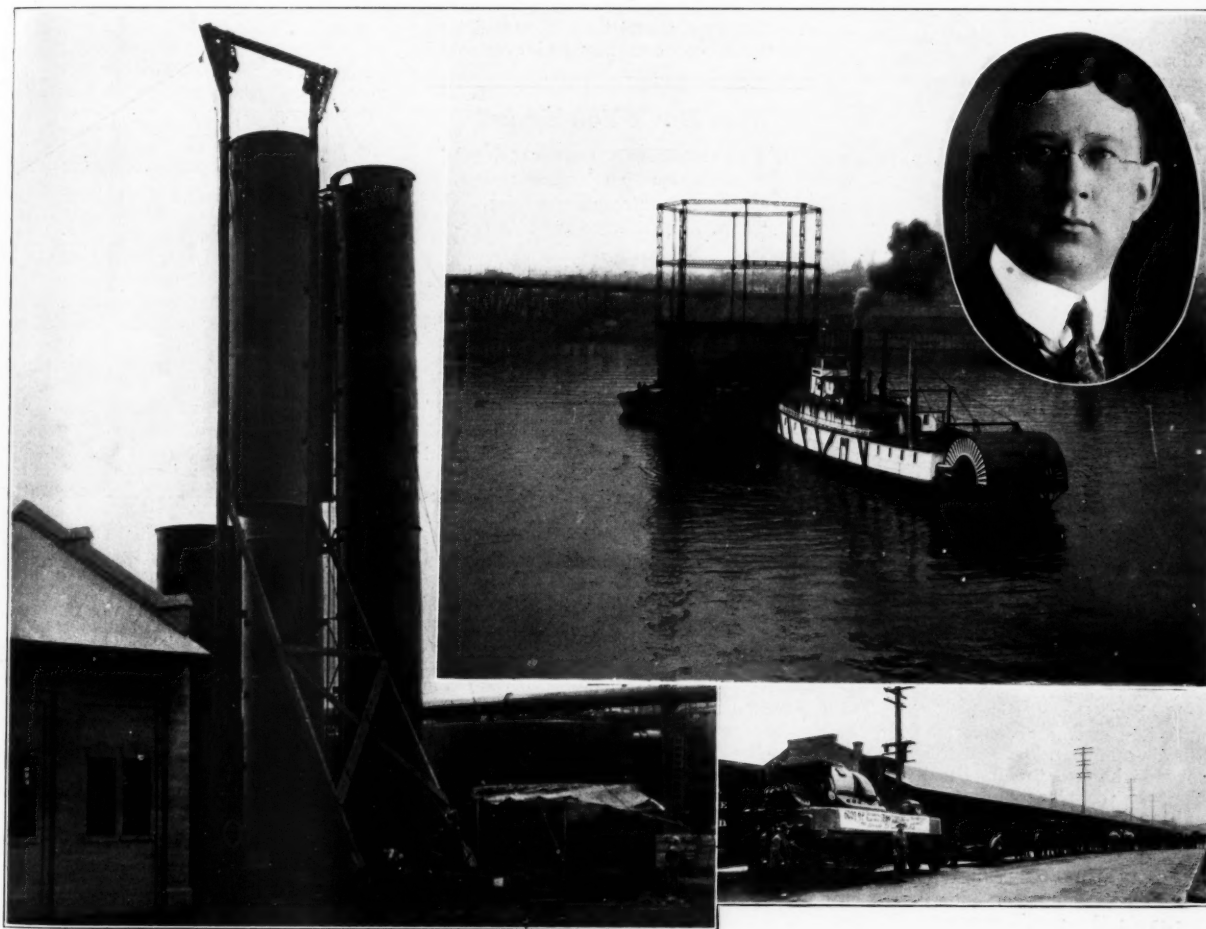
On the books of the Wakeman-Morse enterprise was the account of a heavy hardware firm—a prosperous customer whose wishes were well worth considering. It was that patron

who objected strongly and strenuously to the motor trucks that the elder Mr. Morse's successor had installed in place of the Wakeman-Morse horse-drawn drays.

So deep rooted was the hardware company's prejudice against the vehicle that derives its power from gasoline that the firm actually offered to lend the younger Morse enough money to buy himself an outfit if he, in turn, would pledge himself to keep faithful Old Dobbin hitched to the wagons on which the hardware would be hauled.

That the hardware company in question is now one of the leading agencies in Portland for the distribution of automotive accessories, while Mr. Morse subsequently became famous locally for hauling gas tanks, building materials and heavy machinery by motor truck, is just another of those vagaries of the modern industrial world—which, after all, is not so utterly devoid of romance as some of the materialists in

(Concluded on page 65)



In oval, Clay S. Morse, today treasurer of the Oregon Transfer Co., Portland, Ore. The other views illustrate some of the big moving jobs carried out under Mr. Morse's supervision

FROM THE LEGAL VIEWPOINT

By Leo T. Parker

A Receipt Decision

QUITE recently in *Willard Storage Battery Co., Inc., v. Caddo Transfer & Warehouse Co., Inc.*, (107 So. 618), an important decision was handed down in which the Court held:

"A warehouseman is not answerable to the holder of a non-negotiable warehouse receipt for failure to demand a surrender of the receipt on return of the goods to the party from whom they were received, and in whose name alone the receipt was issued."

The facts of the case are that the Willard Storage Battery Co. filed suit to recover \$3,000 as the value of the batteries, which were stored in a public warehouse. The warehouse was then conducted by the Mullen Storage & Commission Co., whose business was afterward taken over by the defendant Caddo company, doing business in Shreveport, La. The batteries were stored by the Southern Battery Co. of Shreveport, and were returned to the Southern Battery Co. by the warehouseman; 63 of the batteries being delivered by the Mullen Storage & Commission Co. before the transfer of its business to the defendant, and the remaining 28 batteries being delivered by defendant after taking over the business. The warehouse receipt that was issued for the batteries was a non-negotiable receipt, and was not surrendered to the warehouseman when the batteries were returned to the Southern Battery Co.

The 91 batteries were bought by the Southern Battery Co. from the Willard company. The Southern Battery Co. thereafter owed Willard a large open account for these and other batteries that had been bought. The secretary-treasurer of the plaintiff corporation went from Dallas to Shreveport to secure payment of the debt. The means that he adopted was to have the Southern Battery Co. store the 91 batteries in a public warehouse and give him the warehouse receipt.

The batteries were taken to the warehouse of the Mullen company by the president of the Southern Battery Co. and Mr. Umstead, bookkeeper for the Willard company. The warehouse receipt was handed to Mr. Umstead, who took it to the place of business of the Southern Battery Co. and there delivered it to the secretary-treasurer of the Willard company, who took it to Dallas and delivered it to Willard company's credit manager. Nearly a year afterwards the credit manager for the Willard company wrote to the Mullen Storage & Commission Co., saying:

"Inclosed we hand you warehouse re-

ceipt No. 358 dated Shreveport, July 31, 1920, covering 91 batteries, as listed thereon, in your warehouse No. 1, for our account."

He requested the Mullen Storage & Commission Co. to crate the batteries and ship them to the Willard Storage Battery Co., Dallas, and said that, if there were any charges, such as insurance, storage, packing, crating, and shipping, the charges would be borne by the Southern Battery Co. of Shreveport. The letter was delivered to Caddo Transfer & Warehouse Co., the Mullen Storage & Commission Co. having gone out of business.

The Caddo company answered, acknowledging receipt of the letter from the credit manager, stating that the batteries had been delivered to the Southern Battery Co. and that it seemed that the warehouse company had overlooked

signed by E. H. Payne, who was general manager of the Mullen Storage & Commission Co. when the batteries were received.

The Caddo company's chief clerk, who received and answered the letter from the Willard credit manager, which we have referred to, testified that he did not examine the receipt inclosed in the letter, but assumed that it was true, as the credit manager said, that the batteries had been stored for the Willard Storage Battery Co.'s account.

The Mullen Storage & Commission Co. kept carbon copies of the negotiable and non-negotiable warehouse receipts in separate looseleaf binders. In the binder containing the carbon copies of the non-negotiable receipts issued by the company was a carbon copy of the receipt produced.

The Court admitted these as evidence and held the Caddo Transfer & Warehouse Co. not liable to pay the \$3,000 in controversy.

What Don't You Know?

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

the fact that the batteries were stored for the Willard Storage Battery Co. and not for the Southern Battery Co.

The letter written by the Caddo company was an admission that the batteries had been stored for the Willard company's account and had been delivered to the Southern Battery Co. under an erroneous belief that they were stored for the latter's account. As a matter of fact, the warehouse receipt, which was a non-negotiable receipt, contained merely an acknowledgment that the warehouseman, conducting a public warehouse under the laws of Louisiana, had received from the Southern Battery Co., in apparent good order, the property described in the receipt, and the property was there described by giving the lot numbers and stating the number of batteries of each lot number.

There was no indication on the receipt that the batteries were received for account of anyone but the Southern Battery Co., or that anyone else had any interest in or claim upon the batteries. The receipt was made out and

Depositor and Warehouseman

RECENTLY it was held that where a depositor retains an option to demand redelivery of his property, of like kind and quality, the contract is construed to the effect that the depositor still retains title of the things deposited. But where an individual deposits something with another person and is to receive money, or the equivalent of something else, the contract is one of sale and, therefore, the holder is liable exclusively for the safekeeping of the property.

In another case where a specific amount of merchandise deposited was to be retained by the warehouseman until called for, it was held that the warehouseman did not retain title to the goods. But where property is received under the circumstances that the holder has the right either to sell the same, or withhold his account and pay the market price to the depositor, or retain and redeliver the same or other merchandise in the place of it, the transaction is a sale.

In other words, it is only where the depositor retains the right in the beginning to have control of the property that the contract will be construed to be one in which the depositor retains absolute title to the goods.

But where goods are deposited with the understanding that the keeper is to receive a proportion of them for the service, and the warehouseman appropriates for his own use more than his proportion of the common mass, the owner may elect to treat the transaction as a sale

and demand payment for the total amount less the part which the keeper was legally entitled to appropriate.

Also, where the merchandise deposited is mixed with other goods of like kind and quality, which is stored in a warehouse, whereby its identity is lost, it has been held that the owner may institute legal proceedings and recover an amount equal to the value of his property.

But if the warehouseman is not bound by agreement or custom to place goods in a separate place for each depositor, he is legally permitted to put it into a common depository with other similar merchandise and he cannot be deemed or held its purchaser.

Sometimes a custom of the locality is important in determining the liability and rights of the depositor and warehouseman. And if the custom is established and is known to the parties in suit at the same time the deposit is made, evidence to prove the knowledge may be introduced and may importantly affect the outcome of the litigation.

Where both parties are familiar with the general uses and customs of the particular location, the Courts have held on numerous occasions that the written or implied contract existing between the warehouseman and the depositor is presumed to have been made in view of the recognized business custom, and both parties are bound accordingly.

In another case it was held that a custom, when fully established, becomes the law of the trade in reference to which it exists and the presumption is that the parties of a contract intended to conform to it, even though both are silent on the subject.

On the other hand, a custom cannot affect an established rule of the law, because a custom may be important in settling a litigation only where no law exists by the rule of which the controversy may be decided.

The importance of being able to consider the facts and determine whether or not a keeper may legally be held to be the purchaser of goods deposited is apparent when it is remembered that the warehouseman's liability, for the loss or damage of the goods, is importantly affected.

Warehouseman's Liability

LEGAL EDITOR, Distribution and Warehousing: Last year we shipped a carload of furniture to one of the western cities. We had furniture in storage and the whole transaction and shipping of the car was done over the 'phone. We shipped it as per instructions. We were ordered to take out \$5,000 insurance against fire, theft and collision. We packed and braced the car and had it inspected by the railroad before shipping and on its arrival at its destination the car was placed on a blind siding, received by the owner, and unloaded and packed in the garage.

A month later they started to move the furniture and place it in the house, at which time we were notified of its bad condition and have been sued for

quite a large amount on account of damages to the furniture.

We would like to know if you know of any cases similar so in fighting the case we can get all protection possible, as the outcome of this case will be of great importance to all warehousemen.

—*Smith's Transfer & Storage Co.*

Answer: As is well known, the liability of a warehouseman is in many ways different from the liability of a common carrier (63 Fla. 264), as the former actually is liable only for his negligence, or in other words for the injury or loss occasioned by his want of ordinary care and diligence in maintaining the goods against injury (109 So. 20) (119 Md. 330), but where goods are lost or injured it is the duty of the warehouseman to show that he was not negligent (240 U. S. 632). Yet in 75 N. Y. 260, and 106 Ga. 270, the Court held the bailor must prove the warehouseman negligent. See, also, notes 136 A. S. R. 225, and 19 Ann. Cas. 245.

And it is interesting to know that storage must be paid on goods that are damaged or lost (31 So. 671).

Where goods are damaged by negligence on the part of the owner, the warehouseman is not liable. See 35 So. 792; 51 Tex. 121; 59 Kan. 626; 85 Ind. 201.

Moreover, obedience by the warehouseman of the owner's requests, will relieve the warehouseman of liability where the injury is caused by obedience with said requests. See 134 Ga. 512; 59 Wash. 556.

Furthermore, the proximate cause of the injury is to be importantly considered in this case. Is it not true that the goods may have been injured after they left your hands? Of course, you are not liable for injury after you completed your delivery of the goods. See 158 Pa. St. 461, 126 Ill. App. 349.

Under the circumstances, I believe your customer is bound to prove that the injury was caused through your neglect. If he can do this, you are liable. But the outcome will depend upon the testimony relative to whether the goods were examined upon arrival. If the injury occurred after you packed and shipped the goods, you are not liable. There are many kinds of injuries that could have happened during the month the goods were in storage after you made the shipment, as ordered, and for which you are not responsible.

The important question is: Was the injury caused by want of ordinary care on your part? If you can prove that the injury claimed by the owner was not apparent when the goods left your place of business, you are not liable.

Chattel Mortgages

LEGAL EDITOR, Distribution and Warehousing: We stored household goods in January of 1926 and our charges to date are about \$80. In September, 1926, we were notified of a chattel mortgage on these goods, mortgage dating prior to the date of storage.

The husband and wife, which are the mortgagors, claim they called on the mortgagee before storing these goods

and obtained mortgagee's permission to store these goods with us. The mortgagee has refused to pay our storage charges and is replevining the goods. In your opinion, are we justified in demanding the mortgagee to pay our charges, and, if we are, can you furnish us with a reference to any Court decisions in a similar case?—*Duffy Storage and Moving Co., Denver.*

Answer: In *Devereux v. Fleming*, 53 F. R. 401, the Court held that a warehouseman is entitled to receive pay for storage, by implication. That is, where goods are stored without an agreement about remuneration, the warehouseman is entitled to a reasonable fee for his service. Also, see *Grove v. Barcay*, 106 Pa. 155, to the same effect.

In *Romain Blakeslee, Trading Blakeslee's Storage Warehouse v. Furgrimson*, the facts of the case are that the holder of a chattel mortgage on stored goods went to the warehouse and knew the goods were there. The Court held that, since the mortgagee had filed a bill to foreclose, and also, obtained an order from the Court to take possession of the goods, such acts plainly indicated a purpose to take control, management and possession of the goods, and he was liable for the storage charges.

In *Driggs v. Dean*, 167 N. Y. 121, the Court held that the fact a person has a mortgage on goods stored does not make him liable for the storage charges, but if his acts or conduct indicate an intention to take charge of the goods, he is liable for the storage that later accrues.

In *Steamship Co. v. Sparks*, 22 Tex. 659, the Court held that if a warehouseman gives notice in advance regarding his rates to a customer, the latter is bound to pay the rate of storage, whether he agrees to it or not.

Now in *Industrial v. Saul*, 68 N. Y. S. 837, it was held that a warehouseman has right to demand storage charges before giving up goods, as against a mortgagee. And where the mortgagee left goods in care of the mortgagor, the former was held responsible for repairs ordered by the person who had charge of the goods. *Ruppert v. Zang*, 73 N. J. L. 216.

But probably one of the best cases is *Drummond v. Griffin*, 95 A. 506, 114 Me. 120, wherein it was held that the mortgagee is liable, if he consents to the keeper remaining in possession of the property. See also *Baumann v. Post*, 12 N. Y. S. 213. Another case in which various points of interest are found is *Eister v. Union Transfer and Storage Co.*, 12 N. Y. S. 732. For other information see *Baumann v. Jefferson*, 23 N. Y. S. 685, and *Tucker v. Werner*, 21 N. Y. S. 264.

So, therefore, generally speaking if the holder of a mortgage does not give his consent, the warehouseman has no lien for storage, unless a superior lien is given by statutes. See 68 N. Y. S. 837, wherein the warehouseman was entitled to collect storage. Also, (216 N. Y. S. 290) to the same effect, and 85 N. Y. S. 891.

You have a chance to compel the mort-

gagée to pay your charges which accrued after he received notice, but in such cases it is best to obtain the consent of the mortgagee direct.

A Missing Couch

LEGAL EDITOR, *Distribution and Warehousing*: Under date of Feb. 8 this company authorized a warehouse company in Kewanee, Ill., to call at a storage in Princeton, Ill., and pick up a shipment of furniture, have the same property prepared for shipment, and forwarded to this city. They were given the receipt for the goods and when goods arrived here they had accepted a bed spring in place of a steel couch.

The result of the error is holding us up to the tune of \$25. Will you please advise just what we can say to this concern.—*Pittston Transfer Company*.

Answer: The fault evidently lies either with the storage company at Kewanee or the storage company at Princeton. The proper thing to do is obtain a report, of the listed articles, from the storage firm. If this bill includes the steel cot, for which the Kewanee company signed, the latter is responsible and should arrange the matter with the storage company to make proper delivery. In acting as agent for your customer you, of course, are not responsible for the acts of either the Princeton or the Kewanee company, unless you accepted the shipment as complete.

A Sale Tangle

LEGAL EDITOR, *Distribution and Warehousing*: We had a lot of household goods in storage. After the charges accumulated for two years we sold them as per the law, advertised, mailed notice, etc.

Now, after six months of sale, a large Chicago mail order house claims that we sold a kitchen cabinet that was not paid for (we did not know this until they notified us a week ago). We gave them the address of the party that has the cabinet and the Chicago firm will reply to it some time this week.

We are interested in the cabinet.

Can they take the cabinet? If so, is not the Chicago firm held liable for a part of the storage charges, advertising, etc.?—*Missouri Illinois Transportation Co., West Frankfort, Ill.*

Answer: The law is well established that a warehouseman can properly advertise and sell goods that are not called for, provided a State statute authorizes such sale. Otherwise he must obtain an order from a Court of competent jurisdiction to permit him to sell (109 Ill. App. 631).

Also, a warehouseman's lien may be foreclosed in the manner of an equitable action, 127 P. 284, but where a warehouseman purchases goods himself and which are sold to pay the costs of storage, the sale may be considered a conversion by the owner for which the warehouseman is liable. (187 Ill. App. 72).

If the goods are sold lawfully the buyer gets a good title and the storage due shall be paid from the proceeds of the sale. (56 Mo. App. 1).

But if there is a chattel mortgage on the goods stored, the mortgage is prior to the warehouseman's lien for storage or other ordinary expenses. Although, in some localities it is held that necessary expenses, such as repairs and the like which are required to maintain the property in good condition, actually gain rights prior to the mortgage. However, this is not the case with a lien for storage, unless the holder of the mortgage knew you had this cabinet in storage, and then particularly, if he assented to it you may hold him for the charges.

Moreover, the law is pretty well established that a chattel mortgage, properly recorded in one State, is good against persons living in other States, although generally there is a severe penalty if the mortgagor removes the mortgaged property from the State without permission.

So the answer to your question depends on whether or not the mortgage on the cabinet was properly recorded, for if so the mortgage is good. I see no way by which you can hold the owner of the mortgage for the storage, except that, if the cabinet was sold for more than the amount of the mortgage, you may get the surplus, not exceeding the amount of your charges and expenses.

For your further information it may be advisable to state that simply because a firm sells, on open account, an article which the buyer stores with you, is no reason why the seller can prevent you from holding the article for the storage due, as your lien is good.

Whisky Theft

IN *Porges et al v. Republic Storage Co., Inc.*, 216 N. Y. 145, the action was by Carl Porges et al, against the Republic Storage Co.

(Defendant) conducting a bonded warehouse in the city of New York. Porges sought to recover \$8,641.86 for 268 cases of whisky stored with the storage company.

In the answer to the suit the warehouse company admitted receiving the 268 cases, said to contain whisky, which had been sent to its warehouse by the United States Customs authorities. Further, that it was securely stored until, without any fault or negligence on their part, certain unknown persons broke into the warehouse and stole and carried away the cases and contents. The warehouse company, also, contended that there was no proof of negligence on its part, and no evidence as to the contents of the 268 cases, or the value thereof.

Porges pointed out that the sole reason a verdict directed by the lower Court against him was a ruling that he had failed to prove negligence on the part of the warehouse company. He, also, contended that there was good evidence which required the case to be submitted to a jury, for a decision.

It was claimed that the whisky was stolen by four burglars disguised as policemen, who were admitted into the warehouse by employees through a street door furnished with a burglar alarm, and were thus allowed to enter the office, which was outside the warehouse proper. In order to reach the whisky it was necessary, after getting access to this office of the warehouse, to break through two locked doors, protected by the United States Customs locks, thereby obtaining an entry to the basement floor, and then to break into the ground floor of the warehouse proper.

The warehouse is a large brick, steel and concrete building. The basement, third, fourth, fifth, and sixth floors were protected by steel-covered doors, and used as a United States Custom bonded warehouse, under the custody and control of a United States Custom storekeeper, who retained the keys.

At the time of the burglary there were two watchmen in charge of the premises, who were bound hand and foot by the burglars. The street door had been forced and broken open and there were marks indicating that a motor truck had been backed into the building to receive the cases of whisky.

The lower Court held the storage company not liable, but the higher Court reversed the judgment and ordered a new trial, saying:

"After the plaintiffs showed that they delivered the goods, and they were not returned, the duty was upon the defendant to go forward and establish that the inability to return the goods was due to no fault on its part."

Warehouseman as Bailee

IN the case of *Jones v. Morgan* (90 N. Y. 4, 43 Am. Rep. 131) the Court held that the keeper of a warehouse is the bailee of goods placed therein by an owner, although the goods are placed in a separate room, and at the owner's request the key to the lock was given to the owner. The goods were stolen, and the owner sued for recovery.

The Court explained that the contract between the keeper and owner was one of bailment. The question presented to the Court was whether the goods were lost through negligence on the part of the warehouse keeper. And the Court pointed out that the decision would be the same whether the contract between the parties was one of bailment of goods, or one for the hiring of an owner. And, further, that in either case the defendant is under obligation to exercise reasonable care to prevent unlawful entry into the room, and theft of its contents. The Court in holding the warehousekeeper liable said:

"Undoubtedly from the relationship of the parties, obligation on the part of the warehouse keeper, in important respects is analogous to that of a bailee, so that for most purposes the relation might be one of bailment; but it has been pointed out by legal rights that 'the relation is not that of bailor and bailee in the full meaning of that relation.'"

Household Goods Warehousing in the United States*

By CLARENCE A. ASPINWALL

President, Security Storage Co., Washington, D. C.

Chapter XIII

Shipping

CONSIDERABLE care should be exercised in regard to shipping goods to insure the best and speediest handling and transportation and to provide for the customers the expert service they are led to expect from the intelligent and responsible household goods warehouseman.

Here more than in other transactions it is necessary to secure written instructions. As there are various methods of shipment and rates varying with the valuation it saves much time to provide a shipping order form which explains the various options and which the customer fills out and signs.

The shipping order shown on pages 38 and 39 has been gotten out by the National Furniture Warehousemen's Association and is very complete.

The shorter form, shown on page 40, has been in use for some years by quite a number of warehousemen and has been found satisfactory.

When the goods are to be shipped by motor van the motor transfer company's conditions are attached to the shipping order.

Bills of lading should be taken out in the name of the owner or shipper and signed on his behalf by the shipping warehouseman as his agent, as follows:

THE BLANK RAILROAD COMPANY

Received, subject to the classifications and tariffs in effect on the date of the receipt by the carrier of the property described in the original bill of lading.

At Citytown, New York. September 1, 1924.
From John Doe, The Blank Storage Company, Agent.

The property described below, etc.
Consigned to Double Blank Storage Company.

The agreed or declared value of the property is hereby specially stated by the shipper to be not exceeding ten (10) cents per pound.

JOHN DOE, Shipper.

Per R. R.

Care Blank Storage Company.

Another method is to take out bill of lading in name of the warehouse company as agent for shipper and sign in same way, as follows:

THE BLANK RAILROAD COMPANY

Received, subject to the classifications and tariffs in effect on the date of the receipt by the carrier of the property described in the original bill of lading.

At Citytown, New York. September 1, 1924.

From Blank Storage Company, Agents for Shipper.

The property described below, etc.
Consigned to Double Blank Storage Company.

The agreed or declared value of the property is hereby specifically stated by the shipper to be not exceeding ten (10) cents per pound.

BLANK STORAGE COMPANY.

Per R. R.

Agent for Shipper.

SHIPMENT by motor van is subject to the conditions of the Transfer Company, as follows:

"1. The Transfer Company reserves the right to accept or refuse any order for transportation of goods. It is not a common carrier, and its liability for moving, packing, and handling is limited to ordinary care.

"2. Transit insurance (against fire, collision, overturning, collapse of bridges, flood, and perils while crossing inland waters) to the amount of \$1,000 on each van load, and on part van loads to an amount equal to ten times the amount paid for transportation, will be carried without additional charge.

"3. The owner of the goods declares that the value, in case of loss or damage for each or any piece or package and contents thereof, does not exceed \$50. The owner has the option of paying a higher rate, without limitation as to value, in case of loss or damage from causes which would make the company

liable, but agrees to the specified valuation named, in case of loss or damage from causes which would make the company liable because of the lower rate thereby accorded. The charge for the assuming of excess liability by The Big 4 Transfer Company, Incorporated, is 1 per cent on the excess value of goods so declared, but such liability will not be accepted unless a list is furnished describing each article on which excess liability is desired and the value of same.

"4. Execution of contracts is subject to strikes, accidents, delays, weather and road conditions, and other causes beyond control of the Transfer Company, and the Transfer Company will not be liable under any circumstances for what is commonly called or known as Act of God, nor for or by reason of riot, rebellion, public enemy, earthquake, or cyclone, nor for or in consequence of moth, rust, or deterioration, nor for other than its gross negligence; nor for damage to highly polished surfaces or to fragile surfaces that are not packed, or that are packed or unpacked by others than repre-

sentatives of the company; nor for loss or damage to contents of drawers, packages, or contents not packed by its representatives, nor for silverware or other valuables, unless due notice of such contents has been given the company, and liability accepted therefor in writing.

"5. Pianos or other articles too large for stairways or doorways when taken through windows and goods removed from or to a point more than fifty feet from a usable highway, or from or to a point inaccessible to vans by reason of highway or other conditions, or to or from above the first floor of residences or apartments without elevator service, will be subject to an extra charge, unless such work is provided for in contract.

"6. The Transfer Company will not be responsible for the execution of oral instructions given employees, and when delivery or shipping instructions are incomplete, all omissions supplied by representatives of the Transfer Company, in the exercise of their best judgment and discretion, will be at owner's risk.

*Copyright by the author.

from warehouse company, customer's name, the one for whom member is acting as agent should appear as party from whom the railroad receives shipment.

The writer has been unable to find any legal decisions bearing directly on the question of the warehouseman's lien on goods that have left his depository but have been shipped on an order bill of lading in care of his correspondent at destination. On this subject Mr. Barry Mohun, author of "Mohun on Warehousemen" and for many years the general counsel of the American Warehousemen's Association, has this to say:

"Query A.—Warehouseman A ships goods on negotiable or 'order' bill of lading to Warehouseman B, and sends the negotiable bill of lading and bill for the price of the goods to Warehouseman B, its correspondent at the destination, with instructions to collect the bill before delivering the goods. Warehouseman B surrenders the negotiable bill of lading to the carrier, takes delivery of shipment and tenders the goods to the consignee with demand for payment of the C. O. D. bill and his own charges. The consignee tenders the amount of Warehouseman B's charges but refuses to pay the C. O. D. bill.

"Question.—Can Warehouseman B legally refuse to deliver the shipment?

"In my opinion Warehouseman B acts clearly within his legal rights if he refuses to deliver the goods.

"Subdivision (2) of Section 20 of the Sales Act provides that:

"Where goods are shipped, and by the bill of lading the goods are deliverable to the seller or his agent, or to the order of the seller or of his agent, the seller thereby reserves the property in the goods."

"It follows, therefore, that by shipping the goods on an order bill of lading that Warehouseman A, the seller or agent for the seller in this case, has retained the property in the goods during shipment. Warehouseman B acts as a special agent for Warehouseman A in receiving the goods (*National Bank vs. City Bank, infra*), and when he takes the custody of the goods and stores them for Warehouseman A he becomes bailee of the goods for Warehouseman A. At this point Warehouseman B has merely the custody of the goods and Warehouseman A has the property in the goods, *i. e.*, both title and the right to possession, provided he is the real owner of the goods; if not, then he is subrogated to the rights of the owner so far as the control of the goods is concerned. It has become well established by time-honored custom among merchants and by many legal precedents, that the property in the goods remains in the shipper where goods are shipped on an order bill of lading. Mr. Williston, in his work on Sales, 2d Edition (1924), in Section 283, states:

"It follows from what has been said that if the seller takes a bill of lading in which he is named as consignee as well as consignor, the carrier is a bailee for the seller, not the buyer, and the title

The railroad companies require the value of household goods to be stated at time of shipment in order to apply the proper rate. The railroad companies classification is as follows:—

"HOUSEHOLD GOODS, PREPAID, VALUE DECLARED IN WRITING AS THE RELEASED VALUE OF THE PROPERTY IN ACCORDANCE WITH THE FOLLOWING.

Note 1.—The value declared in writing by the shipper, or agreed upon in writing as the released value of the property as the case may be, must be entered on Shipping Order and Bill of Lading as follows:—

"The agreed or declared value of the property is hereby specifically stated by the shipper to be not exceeding _____ per pound for each article. If consignee declines to declare value or agree to release value in writing, the shipment will not be accepted."

| | Classification and Ratings. | | | | | |
|--|-----------------------------|----|-----------|----|-----------|----|
| | OFFICIAL | | SOUTHERN | | WESTERN | |
| | LCL | CL | LCL | CL | LCL | CL |
| If value of each article does not exceed ten (10) cents per pound..... | 1 | 2 | 1 | 3 | 1 | 3 |
| If value of each article exceeds ten (10) cents per pound and does not exceed twenty (20) cents per pound..... | 1½ | 1 | 1½ | 3 | 1½ | 3 |
| If value of each article exceeds twenty (20) cents per pound and does not exceed fifty (50) cents per pound..... | 1½ | 1½ | 1½ | 2 | 1½ | 2 |
| If value of each article exceeds fifty (50) cents per pound and does not exceed \$2.00 per pound..... | D1 | 1½ | D1 | 1 | D1 | 1 |
| If value of each article exceeds \$2.00 per pound and does not exceed \$5.00 per pound..... | 3½ | D1 | 3½ | 1½ | 3½ | 1½ |
| If value of each article exceeds \$5.00 per pound..... | NOT TAKEN | | NOT TAKEN | | NOT TAKEN | |

Carload Minimum weight 12000 lbs. 36 foot car; subject to rule 34 which increases minimum weight on increased dimensions of car.

| | | | | |
|----------------------------|----|------------------------|----|----------------------------|
| L.C.L. Means Less Car Load | 2 | Means Second Class | 1½ | Means 1½ times First Class |
| C.L. " Car Load | 3 | " Third Class | D1 | " Double First Class |
| 1 " First Class | 1½ | " 1½ times First Class | 3½ | " Three times First Class |

EXPLANATION AND EXAMPLES OF FREIGHT RATES AND VALUATIONS ON L. C. L. SHIPMENTS

If shipped at a valuation of not exceeding ten (10) cents per pound and the first class rate from point of origin to destination should be \$1.00 per 100 pounds, the rate would be \$1.00 per 100 pounds.

If shipped at a valuation exceeding ten cents but not exceeding twenty cents per pound, the rate would be \$1.25 per 100 pounds.

If shipped at a valuation exceeding twenty cents but not exceeding fifty cents per pound, the rate would be \$1.50 per 100 pounds.

If shipped at a valuation exceeding \$2.00 but not exceeding \$5.00 per pound the rate would be \$3.00 per 100 pounds.

Car load rates vary in different territories and must be figured on the basis shown above under respective headings.

The releasing of your goods to a specific valuation per pound means that in case goods are lost or damaged in transit, the amount of recovery will be limited to the declared valuation. FOR EXAMPLE: If goods are shipped at declared valuation not exceeding ten cents per pound and a package in the shipment weighing 150 pounds was lost or damaged the largest amount that could be collected from the railroad company would be \$15.00.

(This Space for Warehouseman's Record.)

Continuation of N. F. W. A. shipping order form illustrated on previous page

is retained. The practice of taking bills of lading in this form has been common for centuries in order to preserve to the seller a hold upon the goods during transit, and many cases have sustained the validity of this retention of title. This principle is applicable even though the goods are shipped on the buyer's vessel, for the captain having authority to sign bills of lading by so doing constitutes himself as an independent bailee of the goods for the shipper. It is commonly said that the seller by taking the bill of lading in his own name reserves the *jus disponendi* or right of disposal of the goods and the latter expression is used in the section of the English Sale of Goods Act corresponding to that here under discussion. There seems no doubt that the seller who thus consigns the goods to himself has complete control over them, and that the so-called *jus disponendi* is in fact title. The seller may not only retain the goods until the buyer performs his obligation under the contract, but may, even in violation of the

contract, dispose of them to third persons. If the seller does this, of course he is liable in damages to the buyer, but the second purchaser from the seller acquires an indefeasible right.

"It is not ordinarily material for the seller's protection whether the bill of lading is an order bill or a "straight" bill naming him as consignee without the word "order." Though, as will be seen, if the bill is in the latter form, the carrier need not require production or surrender of the bill, yet delivery must be made to the seller as consignee, and this enables him to control the goods at their destination."

"The following cases are cited by Mr. Williston:

"The Thames, 14 Wall. 98;

"North Penn. R. R. vs. Commercial Bank, 123 U. S. 727;

"Norfolk & Western Ry. Co. vs. Sims, 191 U. S. 441, 447;

"Seeligson vs. Philbrick, 30 Fed. 600;

"The Prussia, 100 Fed. 484;

"Easton vs. Wostenholm, 137 Fed. 524;

Goods to be shipped:

SHIPPING ORDER

Fill in completely and cancel the methods
you do NOT wish used.

19____

The **Storage Company** will please ship the goods designated to:

Name _____

Address _____

- (A.) By freight stating as my agent that "The value of each article of household goods herein described is agreed upon as _____ cents per pound."

NOTE: The freight rate is governed by the valuation stated and such stated valuation is the limit of the carrier's liability in case of loss or damage. If you state the value as 10 cents per pound, you will secure the lowest freight rate. Most shipments of household goods are sent at this valuation. Further particulars can be obtained direct from the railroad freight office in your city.

As a carload lot.

As a less than carload lot.

- Or (B.) By express valued at \$_____.

Prepay transportation charges if necessary, if not ship "collect."

- Or (C.) By motor van subject to the conditions of the Transfer Company. (See attached.)

Insure the shipment while in transit as per coverage ☐ B (see other side) for
\$_____ @ per \$100.

I will pay your bill for storage, packing, shipping and other charges, or deposit with you the amount you estimate will cover these charges upon presentation of bill at the address given below. If for any reason this is not paid before shipment you are authorized to collect by draft attached to Bill of Lading, or through your correspondent at destination.

(Sign here) _____

Mailing address _____

(No piece or package including contents valued at more than \$100.00 unless listed hereon with value opposite.)

Form A.—To cover tornado, cyclone, lightning, flood, theft of an entire shipping packing and

while on rail: fire, derailment, collision,

while on conveyances: fire, collision and accident to the conveyance,

while water borne: sinking, stranding, burning, collision and the general average and salvage charges for which the goods may be liable,

at a rate of \$.3 per \$100 for distances up to 1,000 miles; \$.5 per \$100—1,000 to 2,000 miles; \$.5 over 2,000 miles within the limits of the continental United States and Canada,—and, at current rates, to foreign points or points outside the continental United States and Canada.

or—Form B. To cover—

while on rail: All the risks covered by form A, and also all the risks assumed by the carrier, at the released valuation shown on the Bill of Lading, which includes breakage, for the value of the shipment in excess of such released valuation.

No claim under this policy unless and until the insured has collected from the carrier the released valuation on the article or articles lost or damaged,

at a rate of \$.5 per \$100 for distances up to 1,000 miles; \$.7 per \$100—1,000 to 2,000 miles; \$.8 over 2,000 miles within the limits of the continental United States and Canada.

MINIMUM PREMIUM \$1.00.

Above, a shorter shipping order form which has for a number of years been used by some warehousemen

"Canadian Northern Ry. Co. vs. Northern Miss. Ry. Co., 209 Fed. 758.

"In *Snee vs. Prescott* (1743), 1 Atkins English Chancery Reports 245, it appears that, 'it is usual among merchants and factors at Leghorn, when they ship goods for persons who have not remitted them the money beforehand, or for which they draw bills of exchange, or where they run a risk, not to fill up the bill of lading directly to the order of such persons, but to the order of the shippers or factors; so that if any accident happen to their principal, before the delivery of the goods, they may get back the same, and thereby reimburse themselves.'

"In the case of *National Bank vs. City Bank*, 103 U. S. 668, it was held that a bank which receives a bill of lading with draft attached, accompanied by instructions from the consignor not to deliver the goods until the draft is paid, becomes the agent of the consignor in the business which it had undertaken and that such bank must 'use due care and diligence in performing the task which it had undertaken,' and the question as to whether it had exercised such care and diligence is one for determination by a jury.

"Mr. Justice Miller, in delivering the opinion of the court, at page 670, said:

"One of the clear duties of an agent, under such circumstances, is to obey instructions, if by a reasonable exercise of diligence and care they can be obeyed.

"We think the instructions in this case very clearly implied that the bank, which by the bill of lading was invested with the full right to the possession of the wheat, should not deliver it to A. F. Smith & Co. (the consignee), except upon payment of the drafts, that is, of all the drafts drawn against each cargo of wheat."

"In the case of *Dows, et al. vs. National Exchange Bank of Milwaukee*, 91 U. S. 618, it was held that where a bank, discounting a draft and receiving therewith from the shipper, deliverable to its order, a bill of lading of the goods against which the draft was drawn, forwarded the draft, with the bill of lading attached, to an agent, with instructions, by special indorsement on the bill of lading and by letter, to hold the goods against which the draft had been drawn, until payment of the draft should be made, then the agent had no power, prior to such payment, to make a delivery which would divest the ownership of the bank. In delivering the opinion of the court Mr. Justice Stronge, at page 631, said:

"These bills of lading unexplained are almost conclusive proof of an intention to reserve to the shipper the *ius disponendi*, and prevent the property in the wheat from passing to the drawees of the drafts. Such is the rule of interpretation as stated in Benjamin on Sales, 306; and in support of it he cites numerous authorities, to only one of which we make special reference—*Jenkyns vs. Brown*, 14 Q. B. 496. There it appeared that the plaintiff was a commission merchant, living in London, and employing Klingender & Co. as his agents at New

Orleans. The agents purchased for the plaintiff a cargo of corn, paying for it with their own money. They then drew upon him at thirty days' sight, stating in the body of the drafts that they were to be placed to the account of the corn. These drafts they sold, handing over to the purchaser with them the bills of lading, which were made deliverable to the order of Klingender & Co., the agents; and they sent invoices and a letter of advice to the plaintiff, informing him that the cargo was bought and shipped on his account. On this state of facts, the court ruled that the property did not pass to the plaintiff; that the taking of a bill of lading by Klingender & Co., deliverable to their own order, was nearly conclusive evidence that they did not intend to pass the property in the corn; and that, by indorsing the bills of lading to the buyer of the bills of exchange, they had conveyed to him a special property in the cargo, so that the plaintiff's right to the corn could not arise until the bills of exchange were paid by him. That such is the legal effect of a bill of lading taken deliverable to the shipper's own order, that it is inconsistent with an intention to pass the ownership of the cargo to the person on whose account it may have been purchased, even when the shipment has been made in the vessel of the drawee of the drafts against the cargo, has been repeatedly decided.

"Now applying the foregoing authorities to the case under consideration, we find that two points are clear, first, that Warehouseman A retained his property in the goods during shipment, and, second, that although Warehouseman B has custody of the goods he holds them merely as bailee for Warehouseman A and as agent to collect the price of the goods before delivering them. As such an agent he is bound to obey his principal's instructions and if he should fail to do so he would become liable to his principal for any resulting loss. To collect the purchase price of the goods before delivery is as much the duty of Warehouseman B as it is to see that they are kept safely, and it appears established beyond any doubt that he should refuse to deliver to the consignee until he secures the purchase price, and that if he does deliver without securing the price, his action would constitute a conversion of the goods and he would become liable to Warehouseman A for the purchase price of the goods.

"10 Corpus Juris, pp. 269 and 279;

"40 Cyc. 448;

"Moore on Carriers, Section 31;

"Dobie on Bailments and Carriers, 429;

"Bunge on Law of Draymen, Freight Forwarders and Warehousemen, p. 34;

"Diamond Joe Line vs. Carter, 76 Ill. App. 470;

"Howell vs. Morlan, 78 Ill. 162;

"Copes vs. Phelps, 24 La. Ann. 562;

"Thompson vs. Gwyn, 46 Miss. 522;

"Graves vs. Smith, 14 Wis. 5; 80 Am. Dec. 762.

"Furthermore, it is believed that Warehouseman B would not prejudice his

lien for storage and handling charges by refusing to deliver. Section 29 of the Uniform Warehouse Receipts Act provides that:

"A warehouseman loses his lien upon goods—

"(a) By surrendering possession thereof, or

"(b) By refusing to deliver the goods when a demand is made with which he is bound to comply under the provisions of this act."

"Subdivision (a) obviously is inapplicable and in my opinion the demand of the consignee is not a demand with which he is bound to comply under the provisions of the act. It is true these are not the only methods by which a warehouseman can lose his lien, but a careful search of the authorities fails to disclose a case in point where the validity of a warehouseman's lien had been questioned because a warehouseman had refused to deliver C. O. D. goods without receiving payment. There is a line of authorities, however, which holds that a warehouseman loses his lien if he refuses to deliver the goods and bases his refusal on other grounds than that his charges are not paid. This doctrine seems to have had its origin in the old English case of *Boardman vs. Sill*, 1 Campbell 410, note, decided in 1808 where a warehouseman accepted brandy for storage and when the owner requested its return the warehouseman claimed it as his own, not mentioning his lien for storage charges, and refused to deliver the brandy to its owner. The leading case in this country which adopts this doctrine appears to be *Holbrook vs. Wight*, 24 Wend. 169, 35 Am. Dec. 607. In both of these cases and in all others which a careful examination has disclosed, the warehouseman refused to deliver to the owner or the owner's agent. In none of the cases found was the refusal to the consignee of a C. O. D. shipment and in my opinion the doctrine established by these cases should not affect the lien of Warehouseman B in the instant case. If it should appear to Warehouseman B that the consignee might have a valid claim to the title or possession of the goods, then in order to protect himself and his lien, he should avail himself of the provisions of Sections 17 and 19 of the Uniform Warehouse Receipts Act and require all known claimants to interplead.

"*Query B.*—The consignee refuses to pay the C. O. D. bill and Warehouseman B, to whom negotiable bill of lading has been sent with orders to collect bill, or on failure to collect, to store goods for the account of Warehouseman A, the shipper surrenders the bill of lading to the carrier, obtains shipment and places the goods in his depository for the account of Warehouseman A.

"*Question.*—Does the lien which Warehouseman A possessed for its storage, packing and shipping charges still follow the goods or was this lien relinquished when the negotiable bill of lading was surrendered?

"In my opinion the lien in this case still follows the goods. In referring to

the lien of a warehouseman it is stated in Volume 30 of the Am. & Eng. Enc. L. (Second Edition), page 65, that 'it is co-extensive with possession and control of the property by the warehouseman and is incapable of assignment.'

"Furthermore the warehouseman's lien, as the courts have so often remarked, is 'highly favored by the law.' The reason for this is that the warehouseman's lien is a special lien and not a general one. Dobie on Bailments and Carriers, p. 164, 27 R. C. L. 1007; 40 Cyc. 456. A special lien secures only the debt created by services about the specific goods upon which the lien is claimed. Section 29 of the Uniform Warehouse Receipts Act, *supra*, provides that a warehouseman loses his lien upon the goods if he surrenders possession thereof or refuses to deliver the goods when demand is made with which he is bound to comply under the provisions of the act. As pointed out above, these are not the only means by which the lien will be lost. However, it has been held by numerous courts, and it is in accord with the provisions of Section 29 of the Uniform Warehouse Receipts Act that the retention of possession is essential to the maintenance of the lien.

"*Scott vs. Heather*, 1 Harr. (Del.) 106;

"*Shingleur-Johnson & Co. vs. Canton Cotton Warehouse Co.*, 78 Miss. 875;

"*Pickett vs. Bullock*, 52 N. H. 354;

"*Moline M. & S. Co. vs. Wood M. & R. M. Co.*, 49 Neb. 869.

"The determination of this question, therefore, would seem to rest entirely upon whether Warehouseman A parts with the legal possession of the goods. But, as pointed out in my answer to Query A above, it is well established that when a warehouseman, under the conditions stated, ships goods on a negotiable bill of lading he retains the legal possession thereof. It would appear, therefore, that since Warehouseman A has retained the right to the property in the goods that clearly he has not lost his lien by delivering the goods to the carrier for shipment to Warehouseman B. When Warehouseman B surrenders the negotiable bill of lading to the carrier he does so as agent for Warehouseman A and becomes bailee for Warehouseman A. Hence Warehouseman A still retains his property in the goods and his line would not be affected by the surrender of the bill of lading. A careful search of the authorities fails to disclose any adjudicated case directly in point. However, there are some cases which are most helpful.

"In *Western Transportation Co. vs. Barber*, 56 N. Y. 544, a carrier deposited goods with a warehouseman upon the failure of the consignee to pay the freight charges. It was sought to obtain a ruling from the court that by so doing the carrier had lost its lien for its charges.

"The following appears in the opinion:

"It is said that a lien can exist only while the lienor retains the possession of the property subject thereto. This is the undoubted rule applicable to the rights of the lienor and general owner. If the

CONSIGNEE'S COPY

Do Not Surrender to the Carrier

This sheet is a carbon copy of list of goods appearing on Bill of Lading, and is prepared for convenience of consignee or drayman. The transportation companies require the surrender of the Bill of Lading in exchange for the freight bill, on which appears a transcribed list corresponding to the one on the Bill of Lading, but on which the items are at times illegible and frequently crowded together.

The liability of this Company ceases when it has delivered shipment to the Transportation Company and received a receipt for it in good order. Therefore, on arrival, the shipment should be inspected carefully, and if there is apparent damage or indication that the contents of any case or package are injured, the facts should be noted on the receipt given the carrier and the carrier should be invited to send a representative to inspect the damages. Should consignee desire to file claim this should be done by letter addressed to agent of the last carrier on forms that may be obtained from the freight agent, accompanied by freight bill and bills or written estimates covering cost of repairs.

Storage Company

Forwarding Agents

Duplicate bill of lading, for shipper's file

former delivers possession to the latter he thereby waives his lien. But in this case the oats were not so delivered, but placed by the plaintiff, in its own name, in the warehouse of the defendant; and the question is, whether this discharged the lien, assuming that by the default of the consignees in receiving them the plaintiff had the right to remove them from its boat by placing them elsewhere.

"In the present case the plaintiff did not deposit the oats for the owner, but in its own name, as its property. Such a deposit, if made in consequence of the default of the owner in receiving, would no more discharge the lien than if made by the plaintiff in a warehouse of its own. The keeper, as in the case of deposit for the owner subject to the lien, had possession by authority of the carrier; and his possession is to be deemed that of the carrier, for the purpose of preserving the lien."

"To the same effect is the following (the author referring to a case where a common carrier has stored goods upon

the refusal of the consignee to pay charges):

"When this is done the warehouseman will hold the goods under the authority of the carrier, and his possession will be regarded as that of the carrier for the purpose of preserving the lien. 2 Hutchinson on Carriers, 3d Ed. Sec. 880, citing *Western Transportation Co. vs. Barber*, 56 N. Y. 544; *The Eddy*, 5 Wall, 481; *Brittan vs. Barnaby*, 21 How. 527, and several other cases."

"In 2 Kents Commentaries, 640:

"If the assignment or delivery to a third person be merely for the benefit of the factor, or by way of pledge or security to the extent of the factor's lien, and with notice of the lien, it is in effect a continuance of the factor's possession, and the lien is retained."

"See also *Nash vs. Mosher*, 19 Wend. (Mass.) 429.

"Query C.—In the circumstances stated in the two questions presented above, has Warehouseman A, the shipper, legal authority to order the goods sold at auction if the owner or consignee fails to pay

the charges and take possession of the goods in a reasonable time?

"Inasmuch as Warehouseman A still has his property in the goods, although not the custody, he has not relinquished his lien and may safely order the goods sold at auction in accordance with the provisions of Section 33 of the Uniform Warehouse Receipts Act if the owner or consignee fails to pay the charges and takes possession of the goods in a reasonable time. As both the carrier and Warehouseman B acted as his agents it appears that he would be justified in paying the carrier's charges and those of Warehouseman B out of the proceeds of the sale as well as his own before forwarding the balance to the owner of the goods.

"In the event Warehouseman A did not order the goods sold after the elapse of a reasonable period, it would appear that Warehouseman B, after proper notice to all known parties, might sell the goods at auction in order to satisfy his lien for charges and inasmuch as he would be estopped from denying the title of Warehouseman A, the bailor so far as he is concerned (27 R. C. L. 955), he should remit the proceeds of the sale over and above his charges to Warehouseman A."

Marking—Loading

THE articles shipped should be brush marked if possible; if not, tough metal-eyelid tags should be used to lessen the risk of markings being lost. A stencil cutting machine is considered as essential as a power saw in the modern packing room.

It is a good plan to weigh each piece and mark the weight thereon as well as on the bill of lading.

Number each article and list on bill of lading by numbers for facility in checking out at destination.

A third copy of the invoice on the bill of lading is made by many careful shippers and sent to consignee so that he may have a legible list to check by after the bill of lading has been surrendered. The duplicate bill of lading remains in shipper's file. (See illustration on this page.)

Carload Shipments.—When goods are shipped in carload lots the railroad accepts the shipment as "Shipper's Load and Count" and for the protection of shipper and consignee an exact list of the goods loaded in the car should be made by the shipper and copy supplied to consignee. Articles loaded should be numbered and listed from one up so that consignee can readily check out the article in unloading the car. Such lists if made at warehouse or house as goods are loaded on the trucks might be called in question in case of dispute if the goods were not checked as loaded in car, as it might be claimed that the shortage occurred between the house or warehouse and the car.

To accomplish this some warehousemen give each article as loaded on the wagon a shipping number beginning with one, which is marked on the package or tag and is frequently in blue or red to distinguish from warehouse or

Storage Company

Check List of Goods Received at Car by Car Packer. Check off Goods as Delivered to Car and Give Signed Slip to Driver to Take Back to Shipping Clerk for Each Load. Note Breakages.

| | | | | | | | | | | | | | | | | | | | | | |
|----|----|----|----|----|----|----|----|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1 | 11 | 21 | 31 | 41 | 51 | 61 | 71 | 81 | 91 | 101 | 111 | 121 | 131 | 141 | 151 | 161 | 171 | 181 | 191 | 201 | 211 |
| 2 | 12 | 22 | 32 | 42 | 52 | 62 | 72 | 82 | 92 | 102 | 112 | 122 | 132 | 142 | 152 | 162 | 172 | 182 | 192 | 202 | 212 |
| 3 | 13 | 23 | 33 | 43 | 53 | 63 | 73 | 83 | 93 | 103 | 113 | 123 | 133 | 143 | 153 | 163 | 173 | 183 | 193 | 203 | 213 |
| 4 | 14 | 24 | 34 | 44 | 54 | 64 | 74 | 84 | 94 | 104 | 114 | 124 | 134 | 144 | 154 | 164 | 174 | 184 | 194 | 204 | 214 |
| 5 | 15 | 25 | 35 | 45 | 55 | 65 | 75 | 85 | 95 | 105 | 115 | 125 | 135 | 145 | 155 | 165 | 175 | 185 | 195 | 205 | 215 |
| 6 | 16 | 26 | 36 | 46 | 56 | 66 | 76 | 86 | 96 | 106 | 116 | 126 | 136 | 146 | 156 | 166 | 176 | 186 | 196 | 206 | 216 |
| 7 | 17 | 27 | 37 | 47 | 57 | 67 | 77 | 87 | 97 | 107 | 117 | 127 | 137 | 147 | 157 | 167 | 177 | 187 | 197 | 207 | 217 |
| 8 | 18 | 28 | 38 | 48 | 58 | 68 | 78 | 88 | 98 | 108 | 118 | 128 | 138 | 148 | 158 | 168 | 178 | 188 | 198 | 208 | 218 |
| 9 | 19 | 29 | 39 | 49 | 59 | 69 | 79 | 89 | 99 | 109 | 119 | 129 | 139 | 149 | 159 | 169 | 179 | 189 | 199 | 209 | 219 |
| 10 | 20 | 30 | 40 | 50 | 60 | 70 | 80 | 90 | 100 | 110 | 120 | 130 | 140 | 150 | 160 | 170 | 180 | 190 | 200 | 210 | 220 |

Delivered to Car by

192

Received the Numbers Checked Above in Good Order Except as Noted Hereon.

Car Packer

Shipping number system used by some warehousemen in loading and unloading—designed to protect both shipper and consignee

packing numbers. It is then very easy for the driver or car loader to check the goods as received at car by the numbers. This method has the objection that it adds another and different number to each article which already bears the packer's number and perhaps the warehouse number. Another method is to use the packing list number as the shipping number. If there are other articles in the shipment not packed by the depository they are added to the packing list prefaced by the letter "X." When the goods are received at car door they are checked by number on sheets printed in blocks of ten numbers. See illustration above.

As each piece is unloaded into the car the car loader or checker cancels the number of that piece on the sheets printed in blocks of ten. With the receipt of the final piece he should have checked each number from one to the last number on the packing list. The numbered sheets are in tablet form and for convenience are posted to car side by a nail driven through the hole in the tablet. Where it is desired that a receipt be returned for each load delivered to car, carbon paper is used and two sheets of numbers are canceled at once. The car loader signs the original which the driver takes and another sheet is superimposed above the carbon copy whereon to check the next load.

In loading cars it must be borne in mind that the cars receive the greatest strain or thrust lengthwise and articles should be so loaded as best to withstand this thrust which comes when the brakes are applied suddenly, and more forcibly when the trains are being made up in the railroad distribution yards, one car being picked out and shunted on to another

sometimes arriving against it with a sharp impact.

It is a matter of commonplace experience that a thin glass tumbler if dropped so that it lands on the floor solidly on its base will not break even though the fall be of several feet, but if dropped so that it lands on the side will be shattered in a fall of a foot. One's eye-glasses in falling to a hard floor break if they land flat, but escape if they land on the end.

So goods loaded in cars will withstand the jars better if loaded so that the thrust which comes at the ends of the cars is borne by the greatest dimension of the articles loaded and not by the smallest. For instance, a marble slab or mirror should be loaded parallel to the side of the car, a table or chair with the legs toward the end of the car, etc., so that the jars will be borne by the whole length of the glass or marble and the length of the legs of the table or chairs, rather than by the flat surface of the glass or marble, and the width of the table or chair leg. If a car loader will consider any article he is loading as if he proposed to drop it several feet and wanted it to survive the drop uninjured, he will probably arrive at the proper way to locate it in the car, bearing in mind that the drop, so to speak, is side to side. There is, of course, a sideways sway to the car while in motion and a constant up and down vibration. Moreover the lengthwise thrust may come from either end.

Car Loading

THE Traffic Committee of the National Furniture Warehousemen's Association at the joint convention of the American Warehousemen's Association and the National Furniture Warehouse-

men's Association in 1924 submitted the following suggestions on car loading:

"Bed Ends (Crated).—Load lengthwise of car.

"Bed Rails.—Load standing in upright position.

"Bed Springs.—Load in upright position on floor lengthwise of car.

"Benches (Crated).—May be loaded on top of other boxed or crated articles.

"Barrels (Heavy).—Load on floor of car in upright position.

"Barrels (Light).—May be loaded by decking.

"Boxes (Heavy).—Load on floor of car.

"Boxes (Light).—May be loaded by decking.

"Books (Boxed).—Usually heavy, load on floor of car.

"Cabinets (Crated).—When heavy load on floor of car in upright position, lengthwise of car. If light, may be loaded on top of other boxed or crated articles.

"Chairs (Crated).—Load on their sides on top of other boxes or crated articles, lengthwise of car.

"Chairs (Wrapped).—Load as decking, lengthwise of car.

"Chests.—Same as Boxes.

"Chiffoniers (Crated).—Load on legs in upright position, lengthwise of car.

"Chiffoniers (Wrapped).—Head down, lengthwise of car.

"China Closets (Crated).—Load on legs in upright position lengthwise of car.

"Commodores.—Same as Chiffoniers.

"Couches (Crated).—Load in upright position.

"Davenport (Crated).—Load on end with legs facing lengthwise of car.

"Desks (Flat top—crated).—Load on end with legs facing lengthwise of car.

"Desks (Roll top—crated).—Load on legs lengthwise of car.

"Dishes.—See Barrels.

"Dressers.—Same as Chiffoniers.

"Glassware.—See Barrels.

"Lamps.—See Barrels and Boxes.

"Linoleum (Crated).—Load in upright position on floor of car.

"Machines (Sewing).—Load on their legs, lengthwise of the car.

"Machines (Washing).—Load on their legs in upright position.

"Mattresses.—Load for decking.

"Mirrors (Crated or boxed).—Load on edge, lengthwise of car.

"Organs.—Load in lengthwise position on floor of car.

"Pianos.—Load lengthwise on floor with heavy side against side of car.

"Pictures.—Same as Mirrors.

"Ranges.—Load on floor of car.

Freight Company Original
GENERAL FREIGHT FORWARDERS

No 99379

AGENCIES IN PRINCIPAL CITIES THROUGHOUT THE WORLD

Received of For account of
The following described goods subject to the conditions of the appended Forwarding Order, viz:

| Package Number | Description of Articles | Package Number | Description of Articles |
|----------------|-------------------------|----------------|-------------------------|
| | | | |

NOTICE
 For delivery of this shipment make application to

FORWARDING CONTRACT

hereinafter designated as "SHIPPER," represents that he is the owner or the agent of the owner, and as such owner or agent, is duly authorized to execute this contract, agrees to deliver (or has delivered) to the Freight Company the goods and chattels, generally known as household goods to be forwarded by the said Freight Company in an assembled carload of like goods, to a common distributing point (thence to destination, if same be other than the common distributing point) at a declared value of per pound for each article. The shipper authorizes the Freight Company to make all necessary or expedient contracts, written or verbal, with the carrier or carriers or any other person, or persons, in the shipper's name or otherwise, to accomplish the purpose for which the above described goods have been delivered, and agrees to pay said Company for carrier's charges paid, or to

be paid, and for its services, at a total of per hundred pounds

From To
The service to be rendered by the Freight Company in connection with this shipment, shall be that of a forwarder and the shipper agrees that the liability of the Freight Company for loss or damage, shall in no event exceed said declared valuation.

Notify
Name Street Address

Town or City State

Dated at 192..
FREIGHT COMPANY, Shipper

By

Shipping order form for consolidated or "pool" lots of household goods

"Refrigerators.—Load on floor, lengthwise of car.

"Rugs.—Load standing in upright position provided they are rolled around strong pole or rod. Otherwise load on top of other articles, taking care to provide an even surface. (Rugs of high value should be crated or boxed.)

"Sideboards.—Same as Chiffoniers and Dressers.

"Stoves.—Same as Ranges.

"Tables.—May be used as decking with legs up.

"Trunks (Crated or boxed).—Load on floor of car.

"Victrolas.—Load in upright position. Don't load any barrels or boxes against it.

"Wardrobes.—Same as Chiffoniers.

"Don't load bed ends, bed springs, chiffoniers, china closets, commodes, dressers, glass organs, pianos, sideboards, sewing machines or wardrobes crosswise of car.

"Don't load heavy pieces on top of

lighter pieces in lightly constructed containers.

"Don't double-deck barrels unless clearly demonstrated by weight or character that their contents would not be injurious in event of damage. Barrels quite frequently contain liquids which in case of a leak may ruin everything thereunder.

"Don't ship goods which are improperly packed.

"Marking.—Each package should be plainly, legibly and durably marked by brush, stencil, marking crayon (not chalk), rubber type, metal type, securely pasted label, or tags of metal, leather, cloth or tag board, showing the name of consignee and destination. Marking on the package is preferable to tagging.

When tags must necessarily be used they should be fastened securely in a safe and protected place where they will not be likely to be rubbed off. When tags are tacked on wooden containers, at least six tacks should be used on each tag—one in each corner and one in upper and lower center. It is further recommended that two tags be affixed to each package, particularly in cases where goods must be forwarded in whole or in part as a less car-load shipment.

"Numbering.—Each package should bear a lot number and a serial number. It is recommended that the serial numbers should run consecutively from number one up to the highest number, representing the total number of packages in the car, regardless of lot numbers. For example, if lot number one contains fourteen pieces, the serial numbers would run from one to fourteen. If the next lot contains eighteen pieces, the serial numbers would run from fifteen to thirty-two inclusive, and so on. Under this system the highest serial number represents the total number of packages in the car. The serial numbers are thus never duplicated and the danger of mix-ups and wrong deliveries are greatly minimized. This not only holds good in case of goods belonging to different consignees of different names, but especially in cases where the consignees have the same or a similar name, and also when the lot number may have been omitted or when not entirely clear.

"Descriptions.—Each package should be described as fully and clearly as possible on bills of lading, freight receipts or tally sheets so as to assist the checker at destination to identify each package by such description. Proper descriptions can generally be furnished, particularly on crated articles when visible, as well as on other packages when contents are known.

"When we load a car we should not load any of our troubles on to the man who has to unload the cargo.

"When a car is offered for loading, see that it is clean, that the roof is not leaky, that it is not noticeably defective in any way, and especially that there are no nails protruding from the floor or sides. Nails cause some of the most serious damages to furniture.

"Before starting to load be sure that both side doors and end doors are in condition that will permit them to be tightly closed to prevent damage from rain or snow. Small end doors, or windows should be cleated on the inside as a protective measure against theft. Side doors should also be cleated unless the railroad owning the equipment objects. A majority of the carriers favor this method of protection, but a few of them object to cleating.

"When the loading of a car cannot be completed on the same day that it is started, the goods should be braced to prevent shifting, due to possible switching or bumping of the car in the interim. The damage that might be inflicted in one bump during this process might be very serious. When any shifting has occurred, the goods should be restowed to prevent subsequent damage.

"Some cars have a doorsill about two inches or more above the floor at each end of the car to minimize the danger of the cargo shifting and breaking through the ends of the car. When these doorsills are found, care should be taken not to load chiffoniers, dressers or legged furniture, or fragile articles of any kind against them.

"Goods should be stowed in tiers so that the ends will be even crosswise of the car, avoiding open spaces between tiers and thus guarding against shifting or undue strain against any one or more packages.

"Stowing near doors should be arranged to permit unloading from either side of car in order to meet the platform situation at destination."

Consolidating Shipments

CONSOLIDATED or "Pool" car shipments have grown rapidly in favor in recent years. Properly handled they offer both a saving in freight charges and less risk of loss or damage and frequently a saving in time in transit. The "Pool" car shipper combines various small shipments going from his vicinity to or near a distant city. He charts a car, loads the various lots therein, ships to a correspondent in the distant city, who unloads the car, makes delivery to the consignees in his city and reships by l. c. l. freight the other shipments to nearby destinations. As the spread between car load and less than car load rates per hundredweight is considerable in some classifications there is an opportunity to give the shipper a rate lower than the Railroad's less than car load rate and yet leave a profit to the "Pool" car shipper.

"Pool" car shipments require a different form of shipping order and a shipping receipt in lieu of the bill of lading. Samples of these which are self-explanatory are shown on the two facing pages.

The most recent addition to the various means of shipment of household goods is the motor van. So recent is it and so rapid its development that household goods warehousemen who do not themselves supply this means of transportation, but use the long distance vans of others, and the motor express companies themselves have hardly decided whether this is merely an extension of local moving or a method of shipping. Inasmuch as regular routes are being covered, small lots carried as well as full loads, it would seem that the motor van is a common carrier as much as the railroad or express company. It will doubtless be but a short time before standard bills of lading and other forms will be adopted.

The conditions under which goods are accepted for shipment by motor vans are indicated by the contract form of The Big 4 Transfer Company, one of the largest companies operating in the eastern part of this country. (See quoted text beginning on page 37.)

Standard bills of lading for shipments by motor have been adopted in Ohio (1924) and California which are illustrated on pages 46 and 47.

FORWARDING CONTRACT No. 42055

.....residing at.....
hereinafter designated as "SHIPPER," represents that he is the owner or the agent of the owner, and as such owner or agent, is duly authorized to execute this contract, agrees to deliver (or has delivered) to the Freight Company goods and chattels, generally known as household goods, to be forwarded by the said Freight Company in an assembled carload of like goods, to a common distributing point (thence to destination, if same be other than the common distributing point) at a declared value of.....per pound for each article. The shipper authorizes the Freight Company to make all necessary or expedient contracts, written or verbal, with the carrier or carriers or any other person, or persons, in the shipper's name or otherwise, to accomplish the purpose for which the above described goods have been delivered, and agrees to pay said Company for carrier's charges paid, or to be paid, and for its services, at a total of.....per hundred pounds

From.....To.....
The service to be rendered by the Freight Company in connection with this shipment, shall be that of a forwarder and the shipper agrees that the liability of the Freight Company for loss or damage, shall in no event exceed said declared valuation.

Notify.....Name.....Street Address.....
.....Town or City.....State.....

Dated at.....192.....Shipper.....
FREIGHT COMPANY,

By.....
FRT 8-24-26

Consolidated car shipping receipt, in lieu of a bill of lading

Incoming Shipments.—The warehouseman handling incoming shipments is charged with the duty of checking goods on receipt at railroad platform of car to see that all goods itemized on bill of lading or car list are accounted for and to give proper notification to the carrier of shortages and damages.

Failing in this he may himself be held liable for such shortage or damage, and without the benefit of any released valuation that may have been declared on the carrier's bill of lading.

Shortages and damages that may be visible on receipt of shipment must be noted as exceptions in signing for the shipment.

Concealed damages should be reported to the carrier as soon as observed.

Warehouse employees should be provided with forms on which to make record and report of the condition of shipments handled by them, such as the following:

.....19.....
Driver's report on shipment for.....
Shipped by.....
From.....
Drivers.....Helpers.....
Carload.....Seal.....l. c. l.....
I signed for this shipment in good order, except as follows:
(Space for report.) Signed by Driver.

When there is any damage visible or indication of possible damages existing, call attention of the railroad to this and make note of it in signing for the shipment.

.....19.....
Packer's report on shipment for.....
The following damages were found when shipment was unpacked:

Consignee was
Agent was not present when damage was discovered.

Advised consignee to notify the railroad in writing of damages and requested someone to be sent to inspect.

Shipping package number.

Weight.

Contained.

Found damaged as follows:

Damage in my opinion due to:

Signed by the Packer.

NOTE.—Do not criticize the work of other packers or shippers to consignee. Make complete report to office and specify damages, if any, and your opinion as to cause. Advise consignee to notify the railroad of damages (in writing) and ask them to send someone to inspect. Call attention of office particularly to concealed damages that could not be seen and noted by drivers.

When Filing Claims

SOME warehousemen provide their drivers with a folder or leaflet describing the necessary procedure in filing claims against the carrier for loss and damage. The wording of this, having been submitted to the freight agents and freight claim agents of the carriers and meeting their approval, is as follows:

"Consignees of shipments in which shortage or damage is found, desiring to make claim for the amount of such shortage or damage, should proceed as follows:

"First: In case of shortage, telephone or write the freight agent of delivering carrier, at once, notifying him of shortage and asking him to trace. After reasonable time if missing piece is not delivered, file claim in form of letter addressed to freight agent of delivering carrier, enclosing (1) paid freight bill; (2) bill of lading or statement that this has been surrendered to carrier; (3) certified statement describing missing piece and contents and its value, supporting this statement if possible with bills or other corroborative evidence of values. But if the shipment was forwarded 'valued at not more than \$10 per cwt.' do not enter claim for more than \$10 per cwt., as it will not be allowed.

"Second: In case of damage, notify the freight agent of delivering carrier at once by telephone or mail asking that a representative call and inspect the damages. Then secure an estimate of repairs and file claim with freight agent of delivering carrier on standard claim form which can be obtained from the freight office, enclosing (1) paid freight bill; (2) bill of lading or statement that

[illegible]

tainty, and this practice has led to some abuses.

There are among household goods warehousemen an influential minority who maintain that it is improper to collect bills through corresponding warehousemen and that this practice leads frequently to unfairness to the customer, annoyance to the corresponding warehouseman and criticism of the whole industry. They contend that this ability to pass over the duty of collecting the bill to a distant warehouseman and in such manner that the consignee has but the options of paying in full or letting the goods go to storage with consequent delay and expense, encourages carelessness in making estimates and agreements, overcharges and other bad practices. On the other hand it is argued that the bill could be collected as well by draft attached to bill of lading sent through a bank and that the only difference is in substituting the warehouse for the bank as a collecting medium with a saving in trouble and expense to consignee as the warehouseman makes no charge for collecting and remitting.

Aside from this question of the propriety and desirability of collecting bills in this manner there is no difference of opinion about the advantage of this interchange of shipments between warehousemen.

Some warehousemen in the effort to secure as large a share as possible of such shipments adopted the practice of offering to send remittances to shippers for the amount of the C. O. D. bills accompanying shipping documents upon receipt. This practice has been frowned upon by the Warehouse Associations except where it is done for the convenience of the consignee warehouse and the National Furniture Warehousemen's Association has by resolution declared it unethical to advertise or offer such inducement.

There is some uncertainty what, if any, legal liability attaches to the shipping warehouseman for the faults or failures of the corresponding warehouseman to whom or in whose care he has consigned a shipment. The writer has found no decisions affecting this point but there might be ground for the contention of such liability and for this reason the corresponding warehouse should be chosen with care. This is also part of the duty of the warehouseman to his customer and is demanded by a prudent regard for his own reputation which in a measure he entrusts to his correspondent.

Gustav H. Bunge, author of "Law of Draymen, Freight Forwarders and Warehousemen," says of the law relating freight forwarders:

"Freight forwarders may be defined as bailees of goods for hire and who, on behalf of their bailors, undertake to attend to the initiatory steps necessary to safely deliver the goods to the carrier for transportation and supply the carrier with the necessary shipping directions. When they do this and no more they are chargeable only with ordinary care and diligence in the performance of

it has been surrendered to carrier; (3) bills or written estimate covering the amount of repairs totaling the amount claimed. In case of concealed damages, *i. e.*, damages to contents of cases which could not be seen until goods were unpacked, in addition to the above it will be necessary to have sworn statements from packer and shipper that said damages did not exist when goods were delivered to carrier. Apply to freight agent for copy of standard form for concealed damage claim. If shipment went forward "valued at \$10 per cwt," do not file claim for more than at that rate. For instance, for damage to chair weighing 40 pounds, no higher claim than \$4 will be allowed."

Additional matter offering assistance in filing claims and such advertisement as may be desired follows:

Shipments at Destination

WITH the growth of associations of warehousemen the custom of consigning shipments in care of a corresponding warehouse at destination has become very general, and with it the practice of requesting the corresponding warehouse to collect the shipper's bill for packing and shipping and sometimes for storage.

This practice serves several good purposes and has also produced some problems.

If the warehouseman to whom the shipment is consigned is competent and reliable the owner or consignee, the shipper and the consignee warehouse are benefited, and on the whole the practice has worked satisfactorily.

There are, however, some questions of trade ethics and usage and some legal questions about which there is uncer-

from the necessity of the occasion and be for the preservation of his bailor's interests and rights. Aside from this he must be strictly regarded as a contractor with his bailor or owner and not as his agent or servant. Being strictly a bailee of goods for the benefit of both parties according to the common law and not a common carrier and not made such by statutory enactment in this country, he is at liberty to limit and otherwise define his undertaking by contract based on the laws of bailments. The undertaking should be expressly defined in such contract for the reason that many methods employed by forwarders are of recent origin and not well established by custom. Custom being predicated upon long usage. . . .

If goods are delivered to a forwarder and he is requested to hold such goods, for reasons personal to the bailor or owner, or for something remaining to be done by such owner or bailor before the forwarder can deliver the goods to the carrier, such as payment of freight charges, according to agreement, or until the goods have been put in condition for carriage, or failure on part of bailor or owner to advise his forwarder as to the place of destination of the goods, the liability of the forwarder while so detaining such goods is that of a warehouseman only. This is also true though he might, in respect to his forwarding employment, be liable as a common carrier. If, for his convenience, a forwarder directs the owner or bailor of goods to deliver them to another forwarder, drayman, warehouseman, or carrier, and nothing remains to be done by such owner or bailor, the liability of the forwarder begins and he is answerable for loss or damage caused by the ordinary negligence of those persons, if acting as a forwarder and liable as a common carrier if he acts as such.

"There is also a class of forwarders who contract to take possession of household goods and personal effects in the residence, or other place of abode of the owner or bailor, in one city and deliver them to the residence of the consignee in another; agreeing to pack and crate the goods at point of origin and unpack them at point of destination and place them in the residence of the consignee. Such contracts are extremely hazardous and should in all events specifically express the obligation assumed by such forwarders. Such a forwarder's responsibility begins as soon as such goods are turned over to him in accordance with his express or implied agreement, and if a common carrier he is liable for all loss or damage which the goods may sustain until unpacked and finally delivered to the residence of the consignee, excepting, of course, acts of God and the public enemy. If the forwarder, however, directs that the goods be delivered to him at a certain place, his responsibility does not begin until the goods have been so delivered and the drayman, carrier and others employed for the purpose of making such delivery by the owner or bailor, are only answerable to such owner or bailor for any loss or damage resulting

from their acts. Delivery of goods, requested by forwarder, to be made to certain draymen for delivery to such forwarder, may, sometimes, be construed as delivery to the forwarder.

"The possession of the forwarder may be actual or constructive. If delivered to him at his warehouse or customary place of receiving such goods and to a person authorized to receive them, the goods are delivered to the place or person directed by the forwarder though he may not own or control the warehouse where the goods are delivered, nor need the person receiving it be his servant, and when so delivered they will be presumed to be and continue in his possession until delivered to the carrier. When the transportation involves several carriers and delivery to warehousemen, or others, is made for the purpose of transferring such goods from one carrier to another and the forwarder engages such warehousemen or carriers to perform such transfer for his convenience or advantage, the goods are presumed to have again come into his possession.

In Absence of Agreements

"The same is true if the forwarders direct the carrier to deliver the goods on arrival at their destination to a person other than the consignee or the person to whom the owner or bailor directs that delivery should be made. If he agrees to take charge of the goods at a residence or other place without specifying the time at which he is to take possession and convey or cause the goods to be conveyed to his place of forwarding, or to the carrier for carriage, and the owner or bailor delivers the keys to such residence or place and the forwarder accepts them, without reservation, he is considered to be in constructive possession of such goods. In the absence of any agreement to insure the goods against loss by fire he will not be liable for such loss unless his failure to exercise reasonable care was the cause of the loss. If he has agreed to insure the goods against loss by fire or other causes, and he fails so to do, he will be liable for the loss incurred by reason of his neglect to so insure. He is bound to exercise reasonable care in selecting responsible carriers, insurance companies, warehousemen and others necessary to bring the goods to their final destination and delivering them to the proper person, including the packing and crating of the goods if such is part of his undertaking. And when a forwarder is directed to forward his goods via the line or a certain carrier and forwards them by another who loses or injures the goods, the forwarder will be liable for the loss, if such wrong delivery is the proximate cause of the loss.

"A forwarder, as a general rule, has no implied authority in absence of an agreement to that effect, to prejudice the rights of the bailor or owner of the goods by entering into a contract with the carrier limiting or exempting such carrier from liability for loss or damage which the goods may sustain while in the carrier's possession. If the bailor

or owner of goods is guilty of fraud in not revealing the true character or value of the goods, or the goods are injured by reason of anything inherent in them, the forwarder is not liable for any loss or injury resulting from such fraud or inherent factor of the goods. A forwarder has a special property in the goods while in his possession. He may maintain an action against anyone wrongfully dispossessing him or injuring his goods while in his possession. He may also maintain an action against the carrier, in his own name, if he is injured, by the acts of the carrier, or he may sue as consignor or consignee for injuries sustained by his bailor, while the goods were in the possession of the carrier.

"The ending of the responsibility, as well as its beginning, must of course be governed largely by the forwarding contract in each case, and the forwarder is bound to exercise reasonable care in complying with that part of the agreement concerning delivery at destination. If no particular person or place has been agreed upon to whom or at which delivery shall be made, then the goods must be deposited at some place where such goods, according to established custom, and usage, are, as a rule, delivered and when the goods have been so deposited, the liability of the forwarder ceases, unless the forwarder has agreed to notify the consignee of the arrival of the goods at destination. In such case his liability does not cease until such notice has been given in accordance with the terms of his agreement. Should the goods, however, be deposited in some private place where such goods are not, according to established custom, to be expected in such cases, the liability of the forwarder will not end until the consignee is notified and has had a reasonable time in which to remove such goods. The forwarder, in such cases and in absence of any agreement to the contrary, must exercise reasonable care in the selection of the person who is to make the delivery of the goods, and if such person fails to exercise such degree of diligence with which the forwarder is charged, the forwarder is liable.

"There is also a material difference in cases where the forwarder agrees to deliver to a specific place or person. If he has agreed to deposit the goods only in some particular warehouse at destination, his liability ends when so deposited, but if he has agreed in addition thereto to deliver to some particular person, his liability does not cease until delivery to such person or to one who is duly authorized to receive the goods for him. He is bound to exercise reasonable care in this respect. Should he be unable to find the person to whom delivery is to be made he is liable as a warehouseman while so holding the goods.

"It may also be observed that forwarders who assume the responsibility of stowing goods in a car, which is the case with car loaders, so called, and forwarders of assembled carloads, the duty rests upon them to use reasonable care, in properly stowing the goods. In

performing this stowing or loading service due regard must be had for the nature, kind and character of the goods. They must also exercise reasonable care in selecting proper and safe equipment into which the goods intrusted to them are loaded and they must also exercise the same care in selecting a proper and safe carrier and give such carrier the necessary shipping directions. If any loss or damage results, while the goods are in the possession of the carrier, from the ordinary negligence of the forwarder in performing his duties the forwarder is liable for the loss. This is true even though the carrier may be guilty of contributory negligence.

"Another important duty of the forwarder is the making of an agreement with the carrier for the carriage of the goods. Such agreement is as a rule contained in the bills of lading issued by the carriers. Since the adoption of the uniform bills of lading which the carriers issue, it is necessary for the forwarder to sign such document and thereby bind himself to its provisions and conditions. And even if he does not sign such bill of lading, the presumption would no doubt arise, that owing to the universal use of such documents and the familiarity of the forwarder with its provisions, he knew conditions of such bill of lading and he assented thereto.

"In forwarding goods under the general rules of the uniform bill of lading, it is apparent the forwarder is not violating any duty to his bailor, unless he prejudices the rights of his bailor by releasing or limiting the liability of the carrier. Under the trend of authority, such a right is not presumed in behalf of the forwarder and he will only be protected when it is expressly given to him by his bailor or owner of the goods, or other person, duly authorized so to do.

"Our Federal Courts in recent decisions have held, that if a person forwards goods in interstate commerce and takes advantage of a rate which is predicated upon a limitation of liability such person is bound by the limitation, and it makes no difference whether such loss occurred through the negligence of the carrier or not and hence the common law rule, that a carrier may not limit his common law liability as to any loss or damage arising from his negligence, has been abrogated as far as interstate shipments are concerned . . . The decisions of our Federal Courts on the subject are based on the Carmack Amendment to the Interstate Commerce Act. After a forwarder has performed, with reasonable care, all that is required of him to do prior to and in delivery of goods to the carrier, his liability ends and that of the carrier begins and continues until delivery to the consignee, which may be the owner, his agent or the forwarder, or his agent. If the forwarder, his responsibility begins again and does not end until final delivery to his bailor or owner.

Avoid Verbal Agreements

"The forwarder, as has been stated, being a bailee for hire, and charged only

with the exercise of reasonable care and diligence, is at liberty to limit, enlarge or otherwise define his undertaking, it is therefore essential that his contract with those employing him should be in writing and preserved as evidence. Verbal agreements are as binding as those that are written or partially printed and written, if not contrary to our statutes of frauds, but are not so capable of proof. It is also essential that such contracts should be signed by the owner of the goods or his duly authorized agent. Whether or not a person employed for the purpose of delivering goods to a forwarder is also clothed implicitly with authority to enter into and sign contracts for and in behalf of his principals, concerning the forwarding of the goods, has not been definitely decided by our courts. However, whenever possible, the signature of the person owning or controlling the goods should be obtained or written authority from them authorizing the person engaged to make the delivery of the goods to the forwarder, enter into and execute such contracts on their behalf.

"The obligations assumed by the forwarder in such contracts should be explicitly set forth and anything left to the discretion of the forwarder must be performed by him in such a manner as an ordinarily careful and discreet person would perform them; otherwise, he will be liable for resulting loss or damage. The contract must be reasonable; it must be based upon a consideration and be otherwise in accordance with the established principles of contract. A forwarder cannot, however, exempt himself or limit his liability as to any loss or damage caused by want of reasonable care on his part or liability arising from his own malfeasance or fraud or that of his employees. If no specific time is set forth in the contract, within which the services undertaken are to be performed, the law presumes that they will be performed within a reasonable time, and what is a reasonable time must be gathered from all the surrounding facts and circumstances in each particular case.

"An item of great importance in such contract is the authority of the forwarder to limit the liability of the carrier employed, to carry the goods. Such authority should in each case be plainly stated, as well as his own liability in cases where the goods are lost or injured through his own acts and those of his agents or employees. The contract should also contain a provision, by reason of which the owner may be enabled to pursue an action at law to recover for loss or damages which the goods may have sustained and for which the carrier or others employed may be liable under the forwarding agreement. The contract should also provide as to when the forwarder's responsibility begins and when it ends.

"Inasmuch as some of our Courts of appellate jurisdiction have held that a forwarder who contracts with the carrier in his own name and not in the name of his bailor is a common carrier, it is

advisable also to expressly provide in such forwarding contract that the forwarder is empowered to make such contract in his own name. The assembled carload service, so called, of today, makes it in many cases necessary that the car containing the goods be consigned from one consignor to one consignee, and that, therefore, the names of the actual owners of the goods are entirely unknown to the carrier, and thus the identity of the owner, as far as the particular goods are concerned, is for the time lost.

A Supreme Court Ruling

"The Interstate Commerce Commission has, however, found such facts do not make a forwarder a common carrier and upon such finding of fact the Supreme Court of the United States had based its decision in the important case of *I. C. C. vs. D. L. & W. R. R.*, 220 U. S. 254. Such an authority if expressly given by the owner to the forwarder is in consonance with the well established principles of the common law and which has not been abridged by any statutory provisions. The statutes of the States of Illinois, Indiana, Michigan, Ohio and Wisconsin make no reference to forwarders, unless it be by implication, under the public utilities acts. While the law does not permit a forwarder to avoid the liability it has placed upon him, yet he may assume more by his contract.

"Forwarders are entitled to such compensation as is provided for in their agreement with the bailor or owner, if such an agreement is not void for any other reason. In absence of any specific contract on this subject, forwarders are entitled to such an amount as their services are reasonably worth. So far, their charges have not been regulated by any Federal or State legislative enactments, excepting the Public Utilities Act of the State of Illinois recently passed by the legislature of that State. The Act is very broad and it may be fairly implied from its provisions that the Public Utilities Commission created by the Act has power to make and enforce rules and regulations concerning forwarders.

"We may search our statutes and text books in vain for any information as to whether or not a forwarder, as such, as a lien upon the goods he is to, or has, forwarded, for his charges. The law expressly gives the warehousemen and common carriers a lien on the goods for their charges and permits them to sell the goods for the purpose of enforcing such lien.

"It is also doubtful as to whether or not a private carrier has a lien upon the goods which he carries for his charges. There is no good reason why bailees of this character are not entitled to such a lien. Common law text-book writers, as a rule, treat the employment of freight forwarders in connection with warehousemen and carrier and not as a separate or distinct undertaking, into which it has developed at the present time. It is safe to say, therefore, that forwarders

Storage Company

PRESIDENT
VICE PRES. & TREASURER
SECRETARY
SUPERINTENDENT
COLD STORAGE DEPT.
ASST. SECRETARY
ASST. TREASURER

FURNITURE
WAREHOUSEMEN
PACKERS
FORWARDING
AGENTS

COLD STORAGE
SILVER VAULTS

To Mr. _____

Enclosed herewith we hand you shipping documents
covering goods forwarded in accordance with the in-
struction of _____

We trust the shipment will reach destination in good
order.

Yours truly,

Enclosures:

For the Storage Company

Remarks:

PLEASE ATTEND CAREFULLY TO THE INSTRUCTIONS ON THE OPPOSITE SIDE

A form letter adaptable in transmitting shipping documents and
notifying consignee of expected shipment

of freight, as such, have no lien for their charges and hence no right to sell the goods intrusted to them for the payment of their charges unless expressly provided for in their forwarding agreement. If they conduct a warehouse in connection with their forwarding business they may no doubt deposit the goods, after their forwarding agreement has been complied with, in such warehouse or any other safe warehouse. Such warehouse may then sell the goods, if the owner does not pay the accrued charges, in accordance with the law applicable to warehousemen for his storage charges and charges which he may have advanced to the forwarder. . . .

"The matter of carload and less than carload rates on household goods and emigrant movables to the Far West is of great importance to many forwarders. Owing to the fact that such goods involve a considerably larger amount of labor and care when shipped in less than carload lots, a wide difference in the carload and less than carload rates has been maintained by the Western trunk lines. It cannot be doubted but that such dif-

ference is reasonable when all the elements entering into rate making are taken into consideration. The service of the forwarder in reference to this particular commodity is an economic advantage and benefit. Its abolishment would have a baneful effect upon the development of the western portion of this country, and the general public, from which, probably, the western jobber of household goods would benefit, while the circumstances and conditions in respect to the work done by the carrier and the revenue earned are dissimilar in the transportation of freight in carloads and less than carloads, and a lower rate on carloads than less than carload is, therefore, not in contra-

vention of the statute. However, the difference between the two rates must be reasonable. . . .

"Specific routing instructions given by a shipper to a carrier must be respected by the latter, and he must collect the rates applicable via that route, and the fact that such rates are higher than via another route is no excuse. If, however, the shipper does not specify the route via which the goods are to be transported, and leaves it to the discretion of the carrier, the latter must transport and forward the goods over a route to which the lowest freight rates are applicable, and if such carrier transports them over a route via which a higher rate applies he does so at his peril. It has been held by the Interstate Commerce Commission, and also by the Federal Courts, that the rule is the same in cases where a shipper was informed by the agent of the carrier that a lower rate was in effect via a certain route, and the agent inserted such lower rate in the bill of lading issued to the shipper, when in fact the rate was not the published rate, the shipper, in such cases, was bound to pay the rates provided by the tariff duly published and in effect, notwithstanding the fact that his bill of lading provides for a lower rate."

Freight Rate Making

FOR freight rate making purposes the country is divided into three major groups. The largest group is known as Western Classification Territory, which embraces the upper peninsula of Michi-

NOTE CAREFULLY THE FOLLOWING INSTRUCTIONS:



ON ARRIVAL of shipment inspect carefully and if there is apparent damage or indication that the contents of any case or package are injured, note the facts on the receipt you give the carrier, and invite the carrier to send a representative to inspect the damages. If concealed damage is discovered after the shipment is received at residence, notify carrier promptly and request that damage be inspected. If there is damage you think due to the fault of our packing, please notify us, describing the damage in detail, your opinion as to the cause and how the damage could have been prevented. Also give the name and address of the firm or individual that hauled the goods from the R. R. and that unpacked the goods.

But, bear in mind that we have delivered this shipment to the carrier in good shippable condition and have received receipt accordingly. Therefore for any subsequent damage the responsibility rests with the carrier, unless it can show (1) delivery to the consignee, or his agent, in good order, or (2) that the damage was due to fault of packing. If you wish to file claim against the carrier, write to the freight agent making claim for the amount of the damage, attaching to the claim (1) original bill of lading (or statement that this has been surrendered if such is the case), (2) freight bill, and (3) paid bills or written appraisal for the amount claimed. Follow this letter up from time to time in person, by telephone or letter until the claim is paid. The railroad agents generally have standard forms for presentation of loss and damage claims, and for concealed damage claims. If obtainable, file your claim on one of these standard forms.

Inasmuch as a large amount of damage to shipments occurs not through the packing and shipping, but from rough or inexperienced handling and unpacking at destination, you will serve your own interests best by having shipment delivered and unpacked by a reliable storage warehouse when such is available, or by men experienced in handling and packing household goods.

In most of the larger cities and many smaller places we have reliable correspondents whom we should be pleased to recommend.

Text on reverse side of form illustrated in upper left-hand part of this page

gan, Wisconsin, Illinois and the territory west of the Mississippi River. Within this territory commodity rates are generally applied on shipments moving in carload quantities from points of production to practically all important destinations. The Southern Classification Territory is on the south of the Ohio and Potomac Rivers and east of the Mississippi River and, like the Western Classification territory, carload commodity rates are applied within this territory. The Official Classification Territory is on and east of the Mississippi River and on and north of the Ohio and Potomac Rivers. Within this territory there are very few commodity rates, the classification basis applying.

There are of course many inter-territorial commodity rates applying between points in Southern Classification Territory and points in Official Classification Territory and between points in Southern Classification Territory and points in Western Classification Territory. The rates between points in Official Classification Territory and Western Classification Territory are generally made the sum of the rates applicable to and from Chicago or Mississippi River crossings except that some through rates are maintained between points in Official Classification Territory and the southwestern States and the Pacific Coast States.

The Express Classification rules are not at all complicated as they simply provide that furniture must be so packed as to insure safe transportation with ordinary handling on the part of the Express Company. A few specific rules are given to cover special items; for instance:

| | |
|--|---|
| | Maximum gross weight in one outside container |
| Mirrors, when value exceeds \$2 each, must be in wooden boxes. When two or more or packed in the same box. | 200 pounds |
| Single mirrors | 500 pounds |
| Chairs, K. D. flat, in bundles securely wrapped, all exposed parts protected by excelsior pads, value must not exceed \$10 per bundle and weight must not exceed 35 pounds per bundle. | |

With this exception (chairs) and one or two other special items, in order for shipments of furniture to move at single rates by express, it is necessary that they be boxed or crated.

In preparing a shipment to move by express careful consideration should be given to the amount of handling which the shipment must necessarily receive between the time it is picked up at the shipper's place of business and finally delivered at the consignee's home or place of business. The average express shipment is handled at least twelve times, and if any transfers in route are involved the number of handlings increases proportionately.

Careful Crating Necessary

EXPRESS shipments include commodities of all sizes, shapes and character, and it is not possible for the Express Company to stow and brace their shipments in cars in the same manner as is done with freight shipments.

VICE-PRES. & TREASURER
SECRETARY

PRESIDENT
SUPERINTENDENT
MGR. COLD STORAGE DEPT.

ASST. SECRETARY
ASST. TREASURER

Storage Company

To _____

We have received from

shipping documents covering a consignment of household goods for your account, together with their bill for collection amounting to \$ _____

Kindly let us have remittance of the above amount either in cash, money order or certified check. If money order or certified check is sent it should be drawn to the order of the Security Storage Company.

We should also be pleased to have your instructions concerning the delivery and unpacking of this shipment upon arrival. The character of our services and the standing of the Company are indicated in the enclosed folder, and we shall endeavor to deserve any recommendation of us you may have received from the shippers.

Our charges for delivery and unpacking, together with freight charges, if any, will be collected on delivery, but the shippers instructions require that the bill sent us for collection must be paid before the bill of lading is surrendered, and a prompt remittance will avoid possible delay and demurrage charges.

Should you prefer to make other arrangement for the handling of the shipment, the documents will be surrendered to you or on your order upon payment of the bill charged to us for collection.

Awaiting your early reply,

For the

Storage Company

Printed form which household goods warehouseman may use in transmitting shipping documents and notifying consignee of expected shipment

The crate should be so constructed as to protect the furniture it contains from damage by contact with other express shipments, and on this account it is particularly important that the slats of the crate be close enough together to avoid the risk of other and small crates or boxes causing damage to the furniture. Express shipments must be handled in and out of cars in most cases on the station platform, and therefore it is not a good plan to make the crates any heavier than necessary for proper protection, nor is it advisable to crate two or more pieces of furniture together where it will result in the total weight of the crate and contents being more than can be easily handled by two men.

The express claims in connection with shipments of new furniture have in the past been very heavy, and while the Company admits by the payment of the claims that they are to blame for a large share of this damage, it is also a fact that insecure or unscientific packing is responsible for a lot of the trouble. Rocking chairs are often shipped with the rockers extending beyond the crate, almost inviting trouble. Legs of furniture are allowed to remain even with the bottom the crate, or in some cases

below it, and this of course results in damage in most cases and emphasizes the need, which has already been stated, of careful consideration of the handling the shipment must receive.

Insurance of Shipment

THE marking of the shipment also plays an important part both in handling and prompt delivery, and therefore should be given careful attention. Express rules require the consignee's name, full local address, including street and number, destination and also the name and address of the shipper. These rules allow insurance up to \$50; or if the shipment weighs more than 100 pounds, the insurance allowed is 50 cents per pound without extra charge. Whenever a shipment is forwarded at a declared value in excess of \$50 or 50 cents per pound, then the value should also be marked plainly on the shipment, as well as shown in the receipt.

In marking the shipment it is preferable to place the marks directly on the end of the crate and near the top, so that, when the crate is placed in the express car with a run of other express matter, the messenger in the car may easily read the marks. When the address

is shown on the top of the crate the car-loader is compelled to either place the crate in the car in other than its proper position, or if he piles packages on top of the crate, the messenger cannot read the marks without removing these packages. Wherever it is possible to do so, we advocate that the consignee's name and address be also shown on the article inside the crate. It can be written on the paper wrapping or on a tag attached to the piece of furniture or other article crated so that in case anything does hap-

pen whereby the crate is broken or the boards containing the address are torn off, the "inside information" as we call it, will still be there and enable us to make delivery without delay.

Pictures and statuary valued at over \$500 require a special form of contract which must be signed by the shipper. Warehousemen should receive the authority of the owner to sign this contract on his behalf.

Shipping documents should be forwarded to consignee promptly in order

to reach him, if possible, in advance of shipment. The shipping warehouseman may be held liable for loss occasioned by any unreasonable delay in forwarding bill of lading to consignee.

Many warehousemen use form letters or printed forms in transmitting shipping documents and notifying consignee of expected shipment, a few of which are given on pages 50 and 51.

The following freight data from the handbook of one of the large depositories are of interest:

| | Ratings | | |
|--|----------|---------------|--------------|
| | Official | South- ern | West- ern |
| Books. —Not necessary to declare value. L. C. L. However, on shipments to the Pacific Coast points and California Terminal points books take a commodity rate and can be shipped to these points at a lower rate than they can be shipped at h. h. goods. | 1 | 1 | 1 |
| California l. c. l.—H. H. goods, \$5.06; Books, \$3.75. | | | |
| Batteries, radio and others. Do not ship with h. h. goods in carload lots as damage may result to other goods of battery leaks. Ship on separate bill of lading. | | | |
| China ware or Porcelain ware. —Value declared in writing. | | | |
| L. C. L. Not exceeding \$0.20 per pound..... | 3 | 3 | 2 |
| Exceeding .20 per pound..... | 2 | 2 | 2 |
| Cut Glassware. —Not necessary to declare value. | | | |
| L. C. L..... | 1½ | D1 | D1 |
| Emigrant Movable. —Carload shipments only. Minimum weight: 36-foot car, 20,000 pounds. 40-foot car, 22,400 pounds. | | | |
| Value declared in writing: | | | |
| Not exceeding \$0.10 per pound..... | 2 | 4 | B |
| Not exceeding .20 per pound..... | 2 | 4 | A |
| Not exceeding .50 per pound..... | 1 | 3 | 4 |

| | Ratings | | |
|---|----------|---------------|--------------|
| | Official | South- ern | West- ern |
| Household Goods. —Value declared in writing. | | | |
| L. C. L. Not exceeding \$0.10 per pound..... | 1 | 1 | 1 |
| Not exceeding .20 per pound..... | 1½ | 1½ | 1½ |
| Not exceeding .50 per pound..... | 1½ | 1½ | 1½ |
| Not exceeding 2.00 per pound..... | D1 | D1 | D1 |
| Not exceeding 5.00 per pound..... | 3tl | 3tl | 3tl |
| Exceeding 5.00 per pound..... | | Not taken | |
| Paintings or Pictures. —Value declared in writing. | | | |
| L. C. L. Not exceeding \$0.50 per pound..... | 1 | 1 | 1 |
| Not exceeding 2.00 per pound..... | D1 | D1 | D1 |
| Not exceeding 5.00 per pound..... | 3tl | 3tl | 3tl |
| Exceeding 5.00 per pound..... | | Not taken | |
| Pianos. —Not necessary to declare value..... | 1 | 1 | 1 |
| Rugs. —Value declared in writing. | | | |
| L. C. L. Not exceeding \$1.25 per pound..... | 1 | 1 | 1 |
| Not exceeding 2.00 per pound..... | 1½ | D1 | D1 |
| Not exceeding 3.00 per pound..... | D1 | 2½tl | 2½tl |
| Exceeding 3.00 per pound..... | 3tl | 3tl | 3tl |
| Silver. —Sterling, including sterling silver parts.. | | | Not taken |
| Silver-Plated Ware. —Not necessary to declare value. L. C. L..... | 1 | D1 | 1½ |
| Paintings and works of art shipped by express valued at more than \$5.50 are shipped under contract and a higher rate is charged. In the case of oil paintings glass must be removed. | | | |
| Lift Vans. —Loaded take same rates as other household goods. Empty take same rates as household goods but are subject to a minimum charge of 6000 pounds. L. C. L., and 10,000 pounds C. L. | | | |
| Automobiles. —When shipping a carload of autos it is more economical to have the railroad company block the autos in the car. Their usual charge is less than storage company can do it for. | | | |

Massive New Van Put Into Operation by Hebard Storage Company



A NEW motor van put into operation by the Hebard Storage Warehouses, Chicago, for use in transporting household goods, is creating unusual interest in the furniture storage fraternity.

This new piece of equipment is mounted on a White model 50-B chassis with a 230-inch wheelbase and with Westinghouse air brakes, with metal-to-metal brake shoes. The truck is capable of sustaining high speed for inter-city work as well as having ample power for satisfactory performance on secondary roads.

The inside length of the van, back

of the driver's seat, is 16 feet 8 inches. The inside width is 88 inches. The inside height at the center is 85 inches. The door opening in the rear is 73 inches high by 76½ inches wide.

The wood panel lining, roof ribs, etc., are finished in clear varnish. Removable padded strips extend along the sides, for the protection of furniture. A number of flush type fasteners are installed on the inside of the body so that individual pieces or part loads can be securely lashed, to prevent motion while in transit.

Dome lights are provided on the inte-

rior to facilitate loading and unloading. Running lights have been provided on the exterior to conform to various State laws.

The driver's compartment is fully enclosed and is fitted with every possible convenience for his comfort.

Finish on the entire job is the very best possible and is the same type put on by the same workmen engaged in custom passenger body building, the result being one of the finest appearing jobs, as well as one of the most practical in equipment made especially for household goods transport.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

American and National Will Hold Their Conventions in January— One at Kansas City and the Other at Biloxi, Miss.

THE dates and cities selected for the winter conventions of the storage industry's two major trade organizations have been announced—Jan. 10 to 14, inclusive, in Kansas City, Mo., for the American Warehousemen's Association, and Jan. 17 to 21, inclusive, in Biloxi, Miss., for the National Furniture Warehousemen's Association.

Thus the General Council of American Warehousemen, which formally came into being when representatives of the two bodies met in Chicago in July to "tie them at the top," effects an arrangement whereby executives who are members of both the American and the National may attend the two meetings on the one journey, at a minimum of expense and time occupied away from their own business interests. To that end the officers of the two associations have been working ever since the American, a year ago, discontinued its household goods division, many of whose members have since joined the National.

What this will mean to companies which are identified with both organizations may be appreciated when it is recalled that close to 300 firms on the membership roll of the American belong also to the National. In past years, with one or two exceptions, the two conventions have been held approximately a month apart—the American's in December and the National's in January—and often in widely separated parts of the country. The industry accordingly welcomes the new arrangement.

The meeting of the American will be the thirty-sixth annual one and will be staged in the Kansas City Athletic Club instead of in one of the hotels. The members and their ladies and other guests will be accommodated in the club's building. D. S. Adams, vice-president of the Adams Transfer & Storage Co., Kansas City, has been designated by Gardner Poole, Boston, the American's president, to serve as chairman of the convention

committee. Program and entertainment features are yet to be announced.

The winter affair of the National will take place in the Edgewater Gulf Hotel in Biloxi. This massive and pretentious hostelry, only recently completed, is identified with the Edgewater Beach Hotel in Chicago, where the American's merchandise division held a regional meeting last July. Biloxi lies east of Gulfport, about midway between New Orleans and Mobile, and the Edgewater Gulf Hotel is considered one of the finest show places of its kind in the South. It has ample room and facilities for taking care of a big convention crowd, is up to date in its appointments, and is said to have excellent railroad accommodations almost direct to the doors.

This will be the final winter meeting which is not an annual one for the National. It will be recalled that at the Mackinac Island assembly last July the National voted to hold its annual conventions in the wintertime beginning with 1928. Thus Schuyler C. Blackburn, Kansas City, who was elected president at the Michigan gathering, serves in that office until a year from this coming January, the other officers likewise enjoying the eighteen-months' term.

The favorable adjustment of convention dates will benefit also the members of the cold storage division of the American. Many of these executives are identified with one or the other of the American Fruit and Vegetable Shippers' Association, the National League of Commission Merchants, the Western Fruit Jobbers' Association and the Western Fruit and Vegetable Brokers' Association. These organizations will hold a joint meeting in Chicago on Jan. 18 to 21, inclusive. Thus the American's Kansas City convention will adjourn in time to enable the cold storage division members to arrive in Chicago in time for the opening of the gathering there.

American

ANNOUNCEMENT was made by Wilson V. Little, Chicago, executive secretary of the merchandise division of the A. W. A., that the following five companies have joined that division:

Ark Warehouse Co., Arkansas City, Ark. R. T. Keefe is president and A. E. LeStourgeon is secretary.

Cold Spring Storage Co., Inc., Buffalo. Joseph W. Powell is president and G. B. Powell is secretary.

Joliet Warehouse & Transfer Co.,

Joliet, Ill. W. M. Cochrane is president and E. E. Wolcott is secretary.

I. D. Replogle Storage Co., Johnstown, Pa. I. D. Replogle is owner.

Sovereign Fireproof Warehouses, Rockford, Ill. C. E. Sovereign is proprietor.

The following companies are no longer merchandise division members:

Dakota Warehouse Co., Watertown, S. D.; Michigan Butter & Egg Co., Lansing, Mich.; Merchandise Storage Co., Brooklyn; S. Miller Storage Co., Marshfield, Wis.

National

THE following companies have joined the N. F. W. A., it is announced by Ralph J. Wood, Chicago, secretary:

Federal Van & Storage Co., Kansas City, Mo.

Chester C. Fosgate Co., Orlando, Fla. Great Falls Transfer Co., Great Falls, Mont. L. W. Suhr is president and J. S. Herring is secretary.

Grueschow Furniture Packing Co., Milwaukee.

Matheson Warehouse Co., Wilkes-

Barre, Pa. Frank F. Matheson is president and Stanley G. Ogilvie is secretary.

McMillan & Co., Ltd., Toronto, Canada. Charles McMillan is president.

Merchants Transfer & Storage Co., Hutchinson, Kan.

Moeller Transfer & Storage Co., Montgomery, Ala. L. J. Moeller is president and J. R. Thornbury is secretary.

Pioneer Storage Co., Mansfield, Ohio.

Pitt & Scott, Ltd., Paris, France.

Frank Wolfe's Bonded Warehouse, Greenville, Tex.

The following companies are no longer members of the National:

Akron Warehouse Co., Akron, Ohio; C. A. Ables Transfer, Riverside, Cal.; Akron Warehouse Co., Akron, Ohio; City View Apartment & Storage Co., Akron, Ohio; Donaldson Transfer & Storage Co., Pittsburgh; Fidelity Storage Warehouse Co., Atlantic City, N. J.; Long Acre Express, Storage & Warehouse Co., New York City; McKinley Storage Co., Inc., Canton, Ohio; Spencer Transfer & Storage Co., Logansport, Ind.; Wolters Transfer & Storage Co., Atchison, Kan.

At a meeting of the National's directors at the Olympia Fields Country Club

T. J. Heil, Jr.

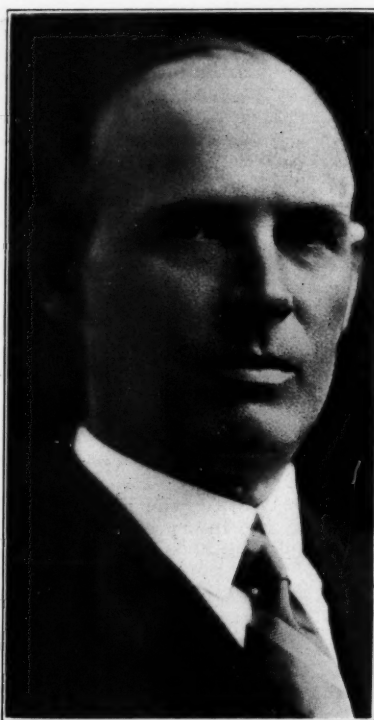


President of the Windermere Storage Co., Cleveland, Mr. Heil was recently reelected president of the Cleveland Furniture Warehousemen's Association

in Chicago in October the articles of by-laws submitted by the special committee of General Council of American Warehousemen were approved. The majority of the special Chicago committee of the Council had previously indorsed these by-laws.

The directors approved also the extension of the inter-city removals bureau to the eastern section of the country, an office to be established in New York probably about Feb. 1.

Ernest T. Chadwell



New president of Southern Warehousemen's Association. Mr. Chadwell is secretary of the Herriford-Chadwell Co., Inc., Nashville, Tenn.

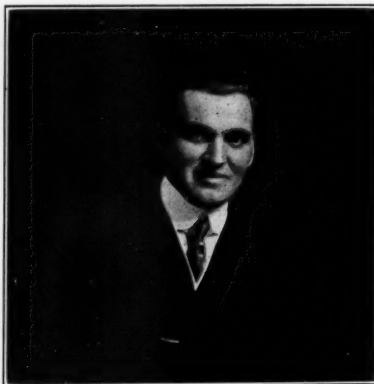
Southern

THE Southern Warehousemen's Association held its annual meeting on Oct. 15 and 16 in Atlanta and elected officers as follows:

President, Ernest T. Chadwell, secretary Herriford-Chadwell Co., Inc., Nashville, Tenn.

Vice-president, John J. Woodside, Jr., president John J. Woodside Storage Co., Inc., Atlanta.

R. M. Ford



Recently chosen president of the Connecticut Warehousemen's Association, Mr. Ford is president of the W. M. Terry Co., Bridgeport

Secretary, D. R. Benedict, Nashville, Tenn.

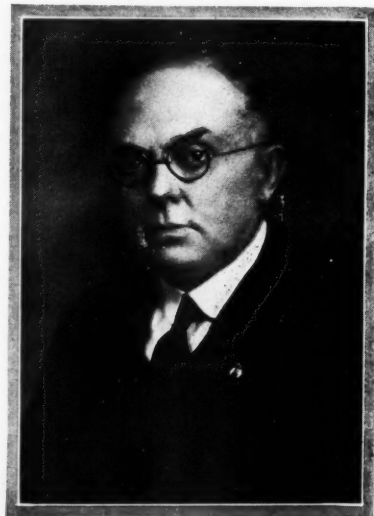
The association placed itself on an entirely new financial basis. Mr. Benedict, who has been its secretary since it was organized several years ago, and who recently retired as manager and operating executive of the Knoxville Fireproof Storage Co., Knoxville, Tenn., was retained as secretary under an arrangement which will enable him to devote his entire time to the association's affairs and endeavor to build the organization into an association representative of the South's warehouse industry. To this end the dues were raised from \$10 to \$120 a year.

Forty member companies voted in favor of the resolution providing for such increase and signed an agreement to pay the advanced dues, and it is anticipated that 75 per cent of the membership will enroll anew in support of the plan. Several companies not represented at the meeting pledged themselves subsequently.

New York Furniture

THE chief theme of discussion at the November meeting of the New York Furniture Warehousemen's Association,

D. R. Benedict



Mr. Benedict has been retained by the Southern Warehousemen's Association in an executive capacity as secretary to build a storage-men's organization representative of the South

held at the Aldine Club on the 8th with more than seventy executives attending, was the plan of the National Furniture Warehousemen's Association to establish an eastern branch of the inter-city long distance removals bureau, headquarters to open in New York City about Feb. 1.

Barrett Gilbert, heading a New York association meeting which attended a gathering of eastern household goods storage warehousemen in Philadelphia some weeks previously, reported regard-

ing that gathering, presented a proposed outline of organization of the proposed eastern branch, and gave the New Yorkers detailed information on the rules which govern the National association's bureau operating in the central division.

The members discussed the plan at length and voted to authorize Ernest H. Milligan, president of the New York body, to appoint a special committee to make a study of the plan, using Mr. Gilbert's outline as a basis, and report at a future meeting, probably in December.

As set down in the Gilbert outline, there would be a general board of management comprising a general chairman, who would be an appointee of the National's president, and district chairman and a general manager, while the bureau's officers would be a treasurer and a secretary and general manager—in each instance the men serving as treasurer and executive secretary of the National. Each district would have its own board of management.

The chairmen of the district boards would "make a close study of inter-city removals rates; comparison with rail and packing charges; competitive rate conditions, etc., and cooperate with the N. F. W. A. and local rate committees in arriving at a scientific rate basis" on which the easterners might operate.

The district chairmen also would make a close study of inter-city removals operating costs; gather statistical information on costs; supply the rate committee with cost data, and cooperate with local and N. F. W. A. cost committees. They would make a careful study of motor equipment, "based on the experience of members best suited to inter-city removals under varying conditions," and would cooperate with local and N. F. W. A. committees "in determining the most economical type of vehicle or vehicles." And they would make a study of the possibilities of increasing volume by advertising the branch bureau.

Any warehouse company tying up with the eastern branch would at all times have the right of appeal to the National's board of directors in connection with rules and regulations.

The association voted that a committee be appointed to revise the by-laws.

On behalf of three member companies a complaint was filed that another member company in the same suburb was advertising one month's free storage. The problem was referred to the association's board for handling.

On behalf of the transportation committee—Herbert N. Bragg, chairman—it was stated that the committee had approved a plan to cooperate with the Motor Truck Association in opposing proposed New York State legislative gas tax bills. Each warehouseman would be asked to contribute, to a fund, one-twelfth of what he would have to pay as tax if a law providing for an increase were to be enacted.

—K. B. S.

At the October meeting of the New York association it was disclosed that the directors had previously spent three

hours discussing the action of three member companies in raising the wages of some of their employees. President Milligan presented a report regarding the directors' meeting and asked for discussion from the floor.

After long discussion, during which representatives of the three companies defended their stand in the face of criticism, William R. Wood offered the following resolution:

"Whereas (names of the three companies) have seen fit to grant their employees an increase in wages in excess of the wages paid by the other members of this association, such increase having been made subsequently to the adoption of the wage scale by other members of this association; and

"Whereas, this action may involve a general increase in wages to meet the increase of the three companies named and a consequent financial injury to the trade in Greater New York, of possibly \$50,000 to \$100,000 per year, and, furthermore, the three members having admitted that they made such wage increase without any consideration of the interests of other members of the association, and have failed to give any assurances of cooperation in this and other association matters in the future; now be it

"Resolved, that this association in open meeting hereby censures the (names of the three companies) for their action, and that a copy of this resolution be sent to the board of directors of each of the three companies."

This resolution was made the basis of further lengthy discussion, *pro* and *con*, and was followed by a motion that it be tabled on the ground that it would create ill feeling. A counter-suggestion was advanced that the association revise its by-laws so as to—in the words of one speaker—"tie up its members so that they can be made to do things in a regular way according to association rules."

Mr. Wood said he was willing to withdraw his resolution, with the understanding that the by-laws be changed. This he did.

In reply to a question from Mr. Wood, representatives of the three companies expressed an unwillingness to agree in advance to abide by new by-laws until they could know how they would read.

New Jersey Furniture

"A VERY fine point involves the question of your right to make a storage or moving contract with the owner of a shipment before he pays the shipping warehouseman's charges," Frank J. Summers, Newark, secretary of the New Jersey Furniture Warehousemen's Association, points out in his report of the New Jersey organization's September meeting.

"Some contend they have no clear title to the goods until they are released by payment of the advance charges—that the warehouseman should not agree to cart or store the shipment until accumulated charges have been paid by the customer. The owner may dispute the original charges and refuse to pay after the

goods are in your warehouse, thereby opening up a nasty situation.

"The best way, of course, is for the shipping warehouseman to collect all his charges before forwarding the goods, and this is strongly advocated. The second way is for the receiving warehouseman to collect fellow member's charges as quickly as possible before picking up the shipment."

Discussing warehouseman's responsibility, Charles S. Morris, New York, contended that where goods were sent to an auction room to be sold for charges and were there destroyed by fire the warehouseman could be held liable for removing the goods from the original location without the owner's consent, the warehouse receipt showing the goods to have been insured at the warehouse. This could be avoided, Mr. Morris pointed out, by selling the goods at the location where originally stored.

The cost accounting committee reported that the hourly basis for moving was working out satisfactorily by New Jersey members who had adopted it and that they would not go back to the "by the load" system.

Members were warned against shipping or transporting plants or shrubbery without a permit, because of Federal regulations with relation to the Japanese beetle.

New York Port

AT the October meeting of the Warehousemen's Association of the Port of New York, held at the Whitehall Club on the 19th, members reported labor plentiful in many cases, several, however, saying it was scarce and of poor quality. Receipts were reported as exceeding deliveries, goods being in rapid motion, attributed to hand-to-mouth buying by consumers.

Plans were made for giving a dinner, on the evening of Dec. 21, to the association's prospective members. W. F. Firth, president, appointed a committee headed by C. F. Mell to arrange the affair, which will take the place of the monthly meeting which had been scheduled for that date.

Notes

In line with the extension of its activities throughout the State, the Motor Truck Association of Philadelphia at its October meeting changed its name to the Pennsylvania Motor Truck Association. Buell G. Miller, a Philadelphia warehouseman who is the organization's president, explained that the former name tended to localize the sphere of influence, whereas the new one should attract affiliation by other associations. Changes have been made in the constitution.

The Connecticut Warehousemen's Association held its October meeting at the new warehouse of William H. Schaefer & Co., Inc., Stamford. Following inspection of the plant's department, including the rug-cleaning establishment, the members were entertained at dinner with Mrs. Schaefer as hostess, whereafter a business session was held.

Missouri

THE Missouri Warehousemen's Association held its semi-annual meeting in the famed Daniel Boone Tavern in Columbia on Oct. 15-16. The household goods division occupied much of its time discussing long distance moving and the Kansas City plan of estimating. One of the chief topics before the merchandise division was national advertising, with rates also considered. The cold storage division considered problems of special interest to its members. The entertainment feature was the delegates' attendance at a Saturday afternoon football game, Columbia being the seat of the University of Missouri.

The convention was called to order by Joseph C. Herschmann, St. Joseph, president, and Mayor McDonnell of Columbia welcomed the 100 persons present. E. Sidney Stephens of the Associated Industries of Missouri outlined the State's workmen's compensation law, enactment of which had the warehousemen's support.

At the household goods division sessions, presided over by G. C. Dintlemaun, St. Louis, long distance moving was first considered. Henry Reimers, Chicago, executive secretary of the National Furniture Warehousemen's Association, urged the Missouri association's cooperation with the National inter-city removals bureau.

Daniel P. Bray, Kansas City, in a paper, "I Would Rather Pack and Ship," opposed long distance removals of household goods by motor truck under the existing condition of non-regulation, declaring it was not possible for the warehouseman to receive adequate compensation at distances beyond 50 miles. Mr. Bray advocated Interstate Commerce Commission control, not as a permanent solution, but as a stabilizing influence in placing the new industry of long distance moving on a higher plane.

As a move toward regulation, Mr. Bray urged that the association do something to have State regulatory legislation enacted and then take the resulting experience to the N. F. W. A.

The Kansas City plan of estimating was presented by John Groves, Kansas City. Most of the delegates who took part in the discussion expressed opinion that the system answered the flat price versus estimate problem, which has been bothering this branch of the industry for years.

St. Louis warehousemen announced that a similar plan of estimating was being worked out in that city and that a booklet was about ready for the press.

The division adopted a resolution that the Kansas City system be adopted by the State organization.

S. C. Blackburn, Kansas City, president of the N. F. W. A., talked on "Damage of Furniture and the Extent of Liability, Including the Limit of Liability with No Evidence of Another Rate," and urged the warehousemen to get additional compensation, to protect them against payment of losses, when people stored valuable articles. This was concurred in by the delegates.

J. R. Mitchell, of Cass & Johansing, insurance, explained the reason for the increase in rates on railroad damage. W. F. Barnard, of the Wabash Railroad, discussed freight claims, pointing out that there had been a noticeable decrease on claims on household goods, attributable to better packing.

The merchandise division opened its sessions with reports on business conditions in the various Missouri cities, and the consensus of opinion was that business was fair, with a volume, thus far in 1926, equal to that in 1925. All reported a great deal of vacant space on the market, with a number of new firms providing keener competition by entering the business. Kansas City delegates cited the large wheat crop in Kansas as a stimulating influence. Prospects for the balance of the year were generally declared to be favorable.

In a paper on "Advantages of Local Associations," F. R. Long, St. Louis, urged the organizing of such trade bodies in more of the cities of Missouri.

W. A. Sammis, Kansas City, presented the subject "National Group Advertising for Promoting the Merchandise Warehouse Industry," declaring this was an important method of creating new business and of "selling" distribution service to national distributors. "National group advertising," he said in conclusion, "is the one thing that will start the golden flood of business that can be gotten. Many millions are invested in an industry that is very little known to the general public and the business world."

Other subjects discussed by the merchandise men were insurance, led by D. S. Adams, Kansas City; small deliveries resulting from hand-to-mouth buying, led by F. W. Keene, St. Louis; and uniformity in practice, led by B. F. Niedorp, St. Joseph.

Massachusetts

HENRY F. LONG, Tax Commissioner of Massachusetts, was the guest of honor of the Massachusetts Warehousemen's Association at the October meeting, held at the Exchange Club on the 19th. Mr. Long gave the twenty-five members present a resume of the State's tax laws as they affect warehouses. He pointed out the competitive disadvantage in Massachusetts in the case of merchandise in storage on April 1, the date when goods in storage are assessed. He commented that the varying dates of taxation in the different States caused multiple assessments unfairly.

Merchants Co., Milwaukee, Expands

The Merchants Storage Co. is now the name of the firm which was known as the Merchants Storage & Transfer Co., Milwaukee. The change comes about through incorporation of the latter.

The new company has taken over a new warehouse which has just been completed, at 95-97 South Water Street. The building is of concrete, fireproof, stands five stories high and contains approximately 75,000 sq. ft. of floor space.

Custodian Warehousing

The \$500,000 Gibson Terminal, erected and operated by the Lawrence Warehouse Co., of which Al T. Gibson is president, was opened for business in Oakland, Cal., early in November. A. E. Pfeiffer, Oakland manager of the Lawrence interests, is manager of the new plant, which is so located that it combines and coordinates water, rail and motor truck transport. The Gibson Terminal has previously been described in *Distribution and Warehousing*.

In connection with the opening of this plant Mr. Gibson issued the following statement with regard to the field warehousing operations being conducted by the Lawrence company in various cities in California and the Central West and Southwest:

"Field warehousing differs from public warehousing in that, in the former, the warehouse is taken to the storer, rather than the storer bringing his merchandise to the warehouse. In other words, if a manufacturer, say a canner, is carrying a large inventory which is freezing up a great deal of his working capital, he leases part of his factory space to the Lawrence Warehouse Co. and stores his surplus merchandise therein. The warehouse company then issues a receipt on which the manufacturer borrows from his banker.

"While field warehousing was little known five years ago, it has become extremely popular among manufacturers all over the country. This method of warehousing under the Lawrence system has come to be considered one of the greatest advances in financing of the manufacturer made in the West in recent years."

Kindermann Plant Progressing

Illustrated herewith is the new warehouse, now in process of construction, of Julius Kindermann & Sons, Inc., New York City. This 50-ft. addition will double the size of the present Kinder-



mann plant at 1360-1370 Webster Avenue. It is nearing completion and will soon be opened for business. The company's offices will be removed to the new structure. Otis freight elevators, equipped with Peelle freight elevator doors, are being installed.

Wisconsin Electric Railway Installs Trailers, Bodies

THE Rockford & Interurban Electric Railway of Wisconsin, operating through Beloit and the surrounding towns, has ordered six automatic detachable semi-trailers to be operated with twenty removable bodies in extending its freight business on a door-to-door basis.

With this fleet of tractor-drawn trailers equipped with removable bodies, the Wisconsin company expects to eliminate four steps in freight handling, to do away with transit losses due to theft, breakage, etc., to cut the cost of receiving and delivering goods, increase its freight business in the territory served, and vastly enlarge its area. It expects to enlarge its freight business from 800 to 1000 per cent.

The importance of these experiments is shown by the fact that already six other electric railway companies—according to L. P. Warner, vice-president of the Warner Manufacturing Co., which is building the trailers and bodies—have under consideration the adoption of similar installations recommended by committees which have examined the Rockford & Interurban trailer fleet.

The mechanical equipment which is responsible for this revolution in the Wisconsin company's methods consists of a fleet of Warner automatic detachable trailers—standard commercial semi-trailers with a 4-ton capacity—equipped with removable bodies that can be run on and off the trailers without difficulty. It is estimated that a single tractor can serve five trailers and twenty-five bodies.

When a shipper announces he has a shipment of merchandise, the tractor couples to a trailer and goes to the shipper's door, where it drops the trailer and departs. The body is run into the shipper's warehouse, if desirable, and loaded at his convenience. It is then locked and run back on the trailer.

The railway, when notified, dispatches the tractor to pick up the trailer, which is dropped again at the nearest rail terminal, where the body is run into a car direct from the trailer.

The process is repeated at the delivery end, and the body arrives under lock and key at the consignee's door. It is unloaded by him.

The trailers ordered by the Rockford & Interurban organization will be stationed in Rockford, Freeport, Beloit, Janesville and Belvidere.

The bodies are each 12 feet long, 5 feet 10 inches high, and 6 feet wide. A railway car can accommodate three of them. It is seldom that such a volume of merchandise will exceed four tons in weight and very seldom more than six tons.

(Editorial Note: See page 30 for picture illustrating foregoing.)

New Brooklyn Company

The J. M. Dooley Fireproof Warehouse Corporation has been organized in Brooklyn, N. Y., to engage in the business of storing both general merchandise and household goods. J. M. Dooley,

president of the new company, has been identified with the trucking industry for the past 25 years.

The firm has taken over the first unit of the four-story and basement building at 445 Twelfth Street, in the Park Slope section, making available 60,000 square feet of floor space. Other units will be constructed as business may warrant.

Extra!

YOU never can tell how a Court will decide. Take the case of Miss Du Pont, screen actress, versus the Wilshire Fireproof Storage Co., Los Angeles:

Off on an eastern visit, Miss Du Pont placed her doll, a Viennese Bisque, an heirloom, in care of the Wilshire company. When she returned, a doll's foot was alleged to be missing.

The lady of the silver sheet was offered \$50, in settlement, by the warehouse firm.

"Fifty! I should say not!" she declared—and took her plea for damages to a Municipal Court.

Judge Westover listened to her tale and decided that \$20 was enough, with the understanding that the Wilshire company should repair the doll.

Mending a doll's foot—the job confronted by the Los Angeles company—is perhaps a task unique in warehousing.

Los Angeles Warehouse Co. Moves Library in 2 Weeks

(Concluded from page 25)

Replying to Librarian Perry's letter, Superintendent Cremeens said:

"It is indeed gratifying to the officers of this company to receive such expressions of appreciation, as by them we are enabled to know if our efforts to maintain an efficient organization are successful. Our employees assure me that the success of the undertaking was largely due to the 100 per cent cooperation received by them from your staff."

Fifteen hundred boxes of uniform size, each holding thirty books, were required to handle the thousands of volumes. These containers had to be packed and repacked daily and their contents placed in the exact order in which they were found.

In order to expedite the job and guard against mistakes, the boxes were identified with 4 x 9-inch cards, which were provided in nine different colors. Each color indicated a certain class of books. Every box, filled or empty, carried one of these cards, the color of which told at a glance to which division it belonged.

A similar color scheme was adopted for handling the furniture and other equipment, to each piece of which was fastened either a red, pink or lavender tag, 3 x 4 inches.

New Truck Enforcement Plan Now in Operation in Ohio

A NEW plan for enforcing the Ohio laws governing the operation of motor truck hauling has been put into effect by the Ohio Association of Commercial Haulers and appears to be operating satisfactorily, according to Frank E. Kirby, Columbus, the organization's manager. The change became necessary because of a desire to circumvent red tape and avoid delays arising out of court routine.

Under the new plan all truckers and haulers accused are cited before the Ohio Public Utilities Commission to determine whether they are a public utility within the meaning of the law. If it is decided that they are, injunction proceedings are brought in a lower court, where the alleged violation is charged, thus preventing the haulers from continuing in business without securing certificate and license.

The step is taken in each case by the local enforcement committee of the Ohio association.

The association on Nov. 6 held the first of a series of hearings, in various cities in November and early December, to acquaint the various local enforcement committees with the details of the plan. Some of the sessions were attended by haulers not members of the State body.

Meanwhile reciprocal relations with regard to interstate hauling are being maintained, on the basis of a "gentleman's agreement," between Ohio and the neighboring States of Indiana, Pennsylvania and Michigan. In Kentucky, however, the State officials, backed by the Governor, continue to insist that all Ohio haulers who enter Kentucky must be supplied with Kentucky certificates and licenses. This has caused considerable friction, together with one local court case which has been appealed to a Federal tribunal because of the interstate character of the proceedings. Haulers, in Southern Ohio particularly, are awaiting the outcome of this case.

Correction

In a news story published in the November issue of *Distribution and Warehousing* it was erroneously stated that Arthur J. Gatter, now assistant manager of the marine and warehouse department of Cass & Johansing, insurance, had resigned from the Brock Van & Storage Co., Glendale, in order to take up his new duties.

It is the Glendale Fireproof Storage Co., Glendale, with which Mr. Gatter was formerly associated.

Revolutor Bulletin

The Revolutor Co., 336 Garfield Avenue, Jersey City, N. J., has issued a bulletin, No. 90-D, covering its worm gear drive electric portable elevator adaptable to use in warehouses. A copy of the bulletin may be had by addressing the company.

Philadelphia Common Carrier Application Is Opposed By Warehouse, Truck and Rail Groups

By K. H. LANSING

OF interest not only to every motor truck operator and teamster in the country, but new and revolutionary in its plan, is the application of the National Freight & Delivery Co., Philadelphia, for a certificate of public convenience—a situation now pending before the Public Service Commission of Pennsylvania.

The National company asserts in its application that its nature and purpose, in seeking to obtain the right to do business in Pennsylvania, are the establishment and operation of a comprehensive system covering metropolitan Philadelphia for the collection, distribution, transportation and delivery of freight, merchandise and other personal property, as a common carrier.

The proposed system would involve the use of motor trucks and other vehicles, assembling and distribution stations and sub-stations, and offices and platforms, all coordinated and arranged as component units in providing service for the public.

The company purposes to amalgamate, by purchase, existing useful equipment of independent motor truck

operators and teamsters. The plan of purchase is based on the acquiring of physical assets and good will, including the factor of present return to the owners payable in cash and second preferred stock of the corporation.

The National company was organized in Delaware with an authorized capital stock of \$5,000,000 first preferred, \$5,000,000 second preferred, and 500,000 shares of common, of no par value. The company has already received \$320,000 in cash, it is stated, and has held for it, in escrow in a Cleveland bank, \$680,000 in cash contingent upon the obtaining of a certificate of public convenience.

If the company is granted this certificate in Pennsylvania to do business in Philadelphia and adjacent territory, it is the plan to extend service so as to carry on business in cities in various parts of the United States.

The originators of the idea believe that through one large company better service can be rendered and congestion in city streets relieved, and that the transport of merchandise between terminals and merchants and manufacturers and suburban points can be expedited.

TO accomplish this, a greater use of motor vehicles would be made. A distribution station or platform would be established in the wholesale district, with transfer stations in various quadrants serving the highways reaching suburban points. Goods would be carried in large units between the transfer stations and thence redistributed to smaller distributing stations, where there would be re-sorting for truck routes.

It is purposed not only to acquire business now performed by old-time teamsters and draymen, but to supply, on a contract basis, service to individual merchants, to relieve the latter of the operation of their own trucks.

The sponsors of the plan assert they can more conveniently handle the less than carload short haul traffic than can the railroads. It is assumed that the company would be the agency for accomplishing intra-terminal service between main line freight stations of the railroads and the company's various platforms. Eventually the system would be a medium for store-door delivery.

Hearings in the application have consumed virtually all summer in the presentation of the applicant's case and the cross-examination of witnesses.

The application is being opposed by the Philadelphia Team & Motor Truck Owners' Association, the Motor Truck Association of Philadelphia, and the National Team & Motor Truck Owners' Association. George I. Oberholtzer,

THE possible national character of a situation now pending in Philadelphia makes generally of interest to the warehouse industry the presentation of the information here set down by Mr. Lansing.

The National Freight & Delivery Co., incorporated under the laws of Delaware and apparently backed by large capital, has applied to the Pennsylvania Public Service Commission for a certificate to operate a system of collecting, distributing, transporting and delivering all kinds of goods as a common carrier.

Established trucking concerns in Philadelphia, together with railroads and express interests, are opposing the application. Already more than 1900 pages of testimony have been entered. The opponents declare that the case will be carried to the highest courts if the application for a certificate is granted.

"Philadelphia is, indeed," Mr. Lansing declares, "carrying on a fight for survival, not alone for protection of its independent truck and team operators, furniture movers and warehousemen, but as well for the independent operators similarly engaged throughout the country."

president of first-named organization has gathered about him a committee of workers and is cooperating with Buel G. Miller, president of the Motor Truck Association of Philadelphia and a leading local warehouseman. These two associations are represented by Harold S. Shertz, a Philadelphia attorney who represented team owners' associations in several cities years ago in an effort to improve terminal conditions—in what were known as the "tail-board delivery cases" before the Interstate Commerce Commission. More recently Mr. Shertz represented trucking interests in opposing the Cummins bill to regulate interstate motor vehicle commerce, and he has been representing Philadelphia interests in the recent I. C. C. motor vehicle inquiry.

Other protestants, who began presenting their case late in September, include the Pennsylvania Railroad, the Reading Railway, the American Railway Express Co., the Union Transfer Co. and its subsidiary Philadelphia Local Express, and numerous individual truck operators and teamsters.

It is considered by those watching the situation that it will be a battle to the finish. If the National company, with its plan and finances, is able to obtain the certificate sought, it will be in a commanding position to take business away from old-time truck operators and teamsters, according to the opponents.

A certificate of public convenience as

issued in Pennsylvania to operators of trucks or carts in public service is limited to two years. If the National company gets into operation, it might be in a position to show—according to opponents—that it had all the facilities necessary to serve its territory and thus to object to renewal of certificates to independent operators on the ground that such renewal would result in unnecessary and harmful competition.

It has been asserted by witnesses for the National company that, with the capital back of it, it can be established as a department for the education of shippers as a means of obtaining business. The witnesses have admitted that to put the plan into operation would require not only a coordination of operation of the trucks on the streets, but also a change in the methods of manufacturers and shippers over their shipping platforms, to conform to the service which would be rendered.

The plan provides for operation on schedule service, similar to the postal service, in place of what the National company contends is a single pick-up and delivery by the present teamster.

The independent operators contend they are today according the highest form of postal service, as they are, they declare, giving all day a special delivery service to meet the shipping requirements of their customers. It is their contention that they have grown up with their customers and that their service has been expanded to meet their peculiar requirements. They state that the new plan is visionary and unworkable, and that it would result in a large, inelastic organization, removing the present personal contact between the merchant and his present shipping service.

They have tried to show that, instead of removing from the streets of the city and highways to the suburbs, as claimed by the proponents of the plan, a large amount of truck miles, no such savings would result; but that, by removing the short haul less than carload traffic from the rail operators, the National would be adding truck miles and increasing traffic congestion.

The opponents have sought to show also that a system of transfer platforms is unnecessary and would remove the value of the truck in service by taking away its flexibility, the transfer stations forming dams in the line of movement to retard speed between point of pick-up and point of delivery; and that the proposed coordination would not effect sufficient economies to justify the placing on the trucking of the territory an administrative overhead of more than \$76,000 per year in salaries alone.

The railroads have presented testimony designed to show by their schedules that they have been able to give service to suburban points to the satisfaction of the shipping public.

The railroads have been fighting the proposal to have the service taken away from them because it would place the tonnage in the hands of a direct competitor, they have contended, as opposed to the present method whereby individ-

ual teamsters are acting as feeders of tonnage to the railroads.

The American Railway Express has contended that the plan would take from it a large part of its tonnage.

It has been urged seriously by opponents that the new organization did not have sufficient operating experience to make the plan successful. The argument was that it could succeed only through the aid of a certificate of public convenience and could not live under free competitive conditions.

The National has purchased the businesses of a few old-time team owners.

It is freely predicted by many who have been watching the developments that if the corporation becomes strongly entrenched in Pennsylvania it will be able to stretch out into other States and acquire the bulk of the trucking business even in cities where no certificates are required. The plans are most ambitious and include not only ordinary trucking, but furniture moving and heavy hauling, as well as the operation of warehouse facilities.

The opponents of the plan have sought to show a very definite connection between the capital back of this applicant and a certain motor truck manufacturer. This raises another question that should receive serious consideration—namely, the effort to use amalgamation of business as a means of sales promotion of commercial vehicles.

The situation confronting the independent operators in Philadelphia is so serious that they intend to carry this fight, in the event of a certificate being issued, to the highest Courts. They have strenuously fought the case and gotten the record in such shape as to give them the means of carrying it to the highest tribunal. There are already more than 1900 pages of testimony, in addition to a great mass of exhibits.

Philadelphia is, indeed, carrying on a fight for survival, not alone for protection of its independent truck and team operators, furniture movers and warehousemen, but as well for the independent operators similarly engaged throughout the country.

Warehousemen in Literature

J. U. Nicholson, general manager of the Central Storage & Forwarding Co., Chicago, is the author of a forthcoming volume of verse, "Sonnets of a Minnesinger and Other Lyrics," to be published by Pascal Covici. Many of his hitherto unpublished lyrics will be included in the book. Several years ago Mr. Nicholson published a book of poems under the title "King of the Black Isles."

Clarence A. Aspinwall, president of the Security Storage Co., Washington, D. C., and treasurer of the American Warehousemen's Association, is the author of "Motoring in Spain," which appeared in the November issue of *American Motorist*. The article is an account of Mr. Aspinwall's sight-seeing jaunt in the European country.

\$5,000,000 Terminal to Be Developed in Boston

WORK will shortly be begun on the construction of the Andrew Square Terminal, Boston, to be built along the lines of the Bush Terminal Co.'s development in New York. More than \$5,000,000 is to be expended on the erection of four industrial and warehouse structures, together with a garage to house 1000 motor vehicles.

The Andrew Square Terminal Co., Inc., has acquired 375,000 sq. ft. of land with a frontage of 712 ft. along Dorchester Avenue, 410 ft. on Alger Street, and 735 ft. of railroad frontage, within 200 ft. of the Andrew Square station of the elevated road.

The location of the terminal is within a mile of the retail section and is designed to enable manufacturers and jobbers to warehouse their stocks with a minimum of time and trucking costs and with avoidance of street congestion.

The new company purposes to operate a fleet of trucks and to maintain a force of freight handlers.

Each of the warehouses will be of flat slab reinforced concrete construction, with brick curtain walls, metal window sash, sprinkler systems and even temperatures. Each will have four fast freight elevators of 4000 lb. capacity and there will be space for two additional elevators if they are needed. The floor load capacity of the buildings will be 250 lb. to the square foot. Display rooms for patrons will be installed.

The first floor of each warehouse will be at car-level height, with an eight-foot loading platform, together with railroad tracks, on one side of each building. The platforms will have ramps. The spur track at the side of each building will be 380 ft. long, allowing surplus trackage for spotting of freight cars, with a 20-ft. space between tracks to allow ample room for loading and unloading.

Each warehouse will be 75 ft. wide and 430 ft. long, designed so it may be divided into four units each, with 8000 sq. ft. to a floor. Each building will have 161,250 sq. ft. of floor space, or a total of 645,000 sq. ft. for the four units.

At present the new company is maintaining an office at 53 State Street, Boston, in charge of Frank A. Camp, treasurer.

Honolulu Firm Buys Property

The City Transfer Co., Ltd., Honolulu, Hawaii, has purchased the land on which its warehouse is located at 846 South Hotel Street. The price was \$35,000. The tract contains approximately 17,000 square feet. The company had held occupancy of the lot under a long-term lease.

According to Harold J. Ancill, president, the purchase was made out of the earnings. The company was incorporated in 1921, starting with six motor trucks and one horse-drawn vehicle. Today it operates eleven motor trucks and two horse-drawn vehicles.

Big Cold Storage Merger Planned in Philadelphia

THROUGH consolidation of several of the leading local cold storage plants into a single operating unit, Philadelphia is to have probably the most pretentious facilities in the East for handling and distributing such perishable freight as fruit, vegetables and produce in general. The sponsors of the project claim that Philadelphia is destined to become the greatest food distributing center along the Atlantic Coast.

The consolidated company will own two of the largest cold storage warehouses now operating in Philadelphia—the Delaware Storage & Freezing Co., 211 Callowhill Street, and the Quaker City Cold Storage Co., at Water and Spruce Streets, with an aggregate capacity of 2,250,000 cubic feet. Another warehouse, with a similar capacity, will be erected, adjacent to the Quaker City property, at a cost of approximately \$1,700,000.

In addition, the consolidated company, doing business under the name of the Quaker City Cold Storage Co., will operate, under a twenty-five-year lease, the cold storage facilities of 1,500,000 cubic feet to be provided by the new \$10,000,000 warehouses now being erected jointly by the Baltimore & Ohio and Reading railroad companies, at Delaware and Weccacoe Avenues. The Quaker City company will in effect become terminal agent for both these railroads.

Additional facilities to be provided at Spruce Street will, it is understood, be used largely by the Pennsylvania Railroad for its perishable freight, made

necessary by the abolishment of the roads West Philadelphia property because of improvements contemplated by the Pennsylvania across the Schuylkill River.

The announcement of the Philadelphia plan for a unified system of food handling and distribution on such a huge scale is said to be one of the most important made in years. Under the consolidation the way will be paved for the linking up of cold storage plants in Philadelphia with similar plants in Chicago, Detroit, Cleveland, Cincinnati and Indianapolis.

Foodstuffs, such as meats, poultry, butter, eggs and general dairy products—in fact, every kind of perishable freight—originating in the Central West cities for shipment eastward will be shipped to Philadelphia, if the sponsors' plans mature. Arrived in Philadelphia, the products would be placed in storage in plants located on the Belt Line and served by all-rail lines, where it would be held for distribution and, as required, be reshipped into the interior for consumption. The territory to be served from Philadelphia would cover a large area, including Pennsylvania and adjoining States.

To establish business connections between the local enterprises of the Quaker City company, of which Horace P. Serrill is president, and similar concerns in other cities, William J. Hogan, Indianapolis, president of the National Terminals Corp., operating in the Central West cities named, has been made a director of the Quaker City firm.

On Oct. 28 a group of New York bankers offered two issues, totalling \$3-

Spanish Warehouse Ruling Affects American Shipments

(Washington Correspondence)

PRIVATE warehouses in European countries may no longer be used for storing American goods intended for shipment to Spain if the goods are to take advantage of the United States preferential rates of the Spanish tariff.

A Spanish royal order, to become effective on Dec. 6, has been cabled to the Department of Commerce at Washington which makes it necessary for American imports to Spain stored in transit in other countries to be kept in official public warehouses of those countries. The use of privately owned warehouses for this purpose is declared to be inconsistent with Spanish customs regulations.

American importers seeking entry into Spain must now present, in addition to a certificate of origin, a certificate from the chief official of the public warehouse where the goods have been stored attesting that the goods shipped are those which entered the warehouse and that they have not been changed, added to or worked in any way except so far as necessary for their preservation.

In order to be valid, these certificates must be vided by the Spanish consul at the port of embarkation.

250,000 of bonds of the Quaker City Cold Storage Co., in order to finance the proposed consolidation. The investment banking firms making the offerings are Spencer Trask & Co., Brown Bros. & Co., Howe, Snow & Bertles, Inc., and Harrison, Smith & Co.

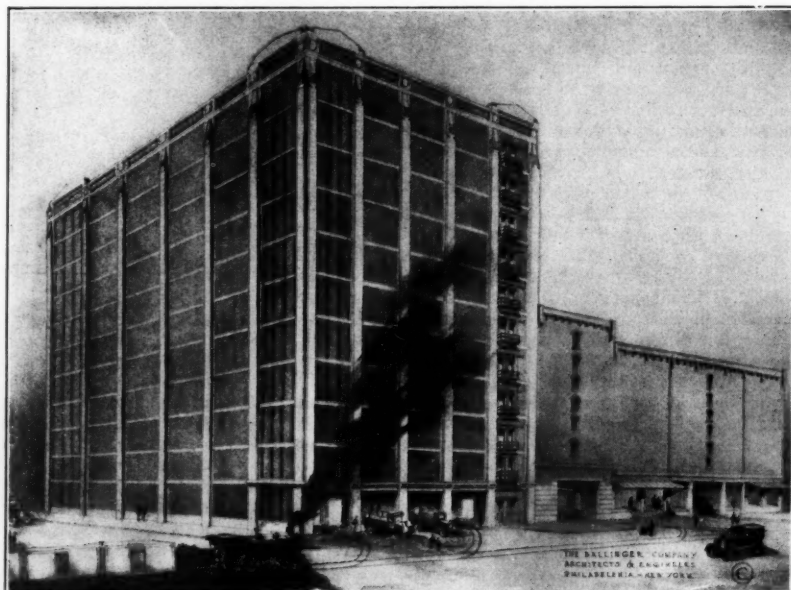
According to Mr. Serrill the new company will furnish cold storage facilities for the three trunk railroads entering Philadelphia and will handle approximately 90 per cent of all perishable freight entering the city.

Judson Developments

The Judson Freight Forwarding Co. has removed its headquarters office in Chicago to the eighth floor of the Marquette Building, where the company has approximately 50 per cent more space than at the former location on the fourth floor. The change was made necessary by the increase in the office staff.

Similar increases in staff and office space have been made at the Judson offices in San Francisco, Los Angeles and New York. During the past year the company has established offices in Kansas City, Cleveland, Milwaukee and Detroit.

Until recently the Judson company was engaged chiefly in export business and the forwarding of household goods. Now, according to David Bowes, Chicago, vice-president, the company is extensively engaged in the assembling and forwarding of general merchandise, and it is the rapid development of this branch of the business which has necessitated the expansion of the staffs and space in offices in various cities.



Eleven-story and basement cold storage warehouse which the Ballinger Company, architects and engineers, will erect for the Quaker City Cold Storage Co., Philadelphia. Of 1,800,000 cubic feet capacity and to cost \$1,700,000, this plant will go up at Delaware Avenue and Spruce Street, adjacent to the present Quaker City building

Inter-City Removals Bureau to Be Established in East

AT the request of the National Furniture Warehousemen's Association a meeting was held in Philadelphia on Oct. 19 to discuss the National's plan to establish an eastern branch of its inter-city long distance removals bureau, operations to begin about Feb. 1 next with headquarters in New York City.

The Philadelphia session was attended by representatives of ten household goods warehouses from Buffalo, N. Y., to Richmond, Va. By appointment from S. C. Blackburn, Kansas City, the National's president, the National was represented by Martin H. Kennelly, Chicago, general chairman of the association's inter-city and long distance removals committee, and Henry Reimer's the National's, executive secretary.

Walter E. Sweeting, Philadelphia, one of the association's vice-presidents, reported that at the recent meeting of the National's directors in Chicago, an expenditure of \$2,000 was authorized for organizing the proposed eastern branch and assisting the eastern division to operate it during the first six months.

Frederic E. Aaron, Philadelphia, president of the Pennsylvania Furniture Warehousemen's Association, said the New York office would be in charge of a thoroughly competent man following a course of training under Mr. Reimers of Chicago.

Mr. Aaron read in full the articles of organization of the National's removals bureau, and Mr. Kennelly said that the ten local organizations comprising the National's Eastern division had been asked to submit rules that would apply to their locality, covering rates, etc.

The rates feature was discussed at some length, and at the suggestion of Mr. Sweeting the following motion was carried:

That the following should be the basis of charging—1 mill per cubic foot mile, plus 1 cent per cubic foot load for loading, plus 1 cent per cubic foot load for unloading, with additional charges to be made for pianos and for the higher floors.

As an illustration: the rate on an 800-foot van, Philadelphia to New York, a distance of 100 miles, would be figured out thus—1 mill per cubic foot on 800 feet, or 80 cents for 1 mile; 100 miles, \$80. Once cent per cubic foot load for loading, \$8; and the same amount, \$8, for unloading. Total for the job, \$96.

O'Dey Is Walker's Aid

Announcement is made by A. J. Walker, Chicago, manager of Distribution Service, Inc., that Paul W. O'Dey has been engaged to assist him in the Chicago territory.

New Dallas Company

The Shamrock Warehouse Co. has been organized in Dallas, Tex., with a capital stock of \$1,200. The incorporators are J. F. Sanders and C. H. Beasley.

Calvin Coolidge and Advertising

"In all our economic life, the element on which we are inclined to place too low an estimate is advertising."—President Coolidge to the annual convention of the American Association of Advertising Agencies.

By J. McCOMBIE MURRAY

For Mass Production—give us Mass Demand—
Prosperity—High Wages o'er the Land.
The sure results of Honest Advertising,
The welfare of "The People" Emphasizing.

Is Advertising not the very Life of Trade?
Of this Our Land the Greatest has it made!
Deception, Falsehood, Fraud it aims to stop—
And leave us where we are—that is, "On Top"!

In olden days—when folks were more retired—
Publicity, 'twould seem, was not required.
Today it means—without much Explanation,
But as a Fact—the Future of our Nation.

Duplicity in Business—we decry?
Publicity has kept our Standards high!
Of Honest, Faithful Services, Forsooth!
What's Easier than just to tell the Truth.

The Future Sees Development of Trade,
Ambition Finds the Country it has made.
Let Facts alone now justify Concession
Good Advertising represents Progression.

Electric Sign on Roof Advertises Bekins Warehouse in Hollywood

WHAT is declared to be the highest electric sign in the West has been installed on the roof of the new Hollywood, Cal., warehouse of the Bekins Van & Storage Co. To use the phraseology of the advertising representative of the Bekins firm, this sign, illustrated herewith, "vies with the celestial stars of movie-land nights" in Hollywood, home of movies in the making.

The sign is 36 ft. high and 40 ft. wide. The "B" in Bekins is 10 ft. high, the "I" is 6 ft. high, and the letters in the word "storage" are each 5 ft. high. These heights compare favorably with the men of the Bekins family, as warehousemen know who have met them.

It is a Neolite Neon tube sign, constructed by Neale, Inc., Los Angeles, and embodies the new Neon principle of illumination, which employs a continuous glass tubing instead of the familiar bulb method. The tubing is filled with a brilliant light having a carrying power three times the distance of bulb light with the same candlepower, and the sign consumes about one-tenth the amount of electricity used by bulb signs of the same candlepower. It takes 5 kw. to operate at a maximum intensity and has



Electric advertising atop new
Bekins plant in Hollywood

been successfully lit drawing 2880 watts.

Of a two-way "V" shape, containing 612 ft. of glass tubing, and operated by 18 specially designed transformers, this gigantic advertisement when illuminated is easily visible at a distance of a mile and a half.

American Railway Express to Operate an Air Service

THE airplane as a carrier of express packages is to be utilized next spring for the first time in this country, according to an announcement by Robert E. M. Cowie, president of the American Railway Express Co., who stated he had signed contracts with the National Air Transport, Inc., to put two routes into operation by April 15. From these routes, he said, the company expected to develop a trans-continental system with a network of lines reaching every part of the United States.

The initial routes, according to the plans, will extend from New York to Chicago and from Chicago to Dallas, with service on each to intermediate points.

Regarding the project, Howard E. Coffin, president of the National Air Transport, Inc., has issued the following statement:

"The signing of these contracts marks the culmination of many months of experiment, of organization and of cooperative effort to this end. It also marks a long step forward in the firm establishment of that privately owned and operated commercial air transport which is the professed object of all the air legislation which has been enacted in Washington in 1926, and which has become a matter of deep-rooted national policy."

Mr. Cowie said that the demand of American commerce and the "strong desire of Government officials, including President Coolidge and Postmaster General New, for such speedy development of commercial air service as will place this country abreast, if not in the advance of Europe," were responsible for the innovation in the United States.

"Details of regulations for the acceptance of business and schedules, tariffs and methods of operation will be made public later," Mr. Cowie said. "It will be the first time that the airplane has been utilized for the transportation of express matter in America, though in Europe and Great Britain much has already been done in that way, and between Paris and London even live stock is now carried across the Channel by airplane."

"By means of air service the express company expects to accomplish the saving of one full business day in the delivery of express matter of the size and weight suitable for air transportation between New York and Chicago and between the latter city and Dallas. The planes will fly at night as well as during the daytime, on fast schedules, with economy of time as one of the objectives."

"Sensing the demand of American commerce for the quickest possible transportation service at all times, express officials have been watching the progress of commercial aviation and awaiting the time when it could be put to practical use as an auxiliary to the express service of the country. Between the rail and the air branches

of the express service there will be fast cooperation. A Chicago shipper, for instance, may have his goods flown speedily to Hadley Field, near New Brunswick, N. J., which is the Eastern airplane terminal. From that point, whether the ultimate destination be New York City, Bridgeport, Conn., or Boston, the shipment will be taken on without a moment's delay and turned over to its consignee by special delivery, just as a special delivery letter by the Postoffice Department.

"With the success of this experiment demonstrated, there will be other contracts speedily negotiated, doubtless, under which express matter will be carried by plane from coast to coast across the continent."

Carriers Refuse Low Rate

Railroads serving northwestern territory refused, at a conference before the Interstate Commerce Commission in Washington on Nov. 6, to make joint rates over the projected upper Mississippi barge line—in the management of which several warehousemen in the territory served are interested—unless ordered to do so by the Commission.

By agreement, however, a test case will be presented to the Commission immediately, and Chairman Eastman said a decision would be sought before the opening of the barge line operations next spring.

Business men from St. Paul and Minneapolis and the Mississippi Valley participated in the discussion with the Commission. Representative Newton of Minnesota said freight from Chicago should be transferred to barges at Dubuque, Iowa, and taken up the Mississippi to St. Paul or Minneapolis. F. B. Townsend of the Minneapolis Traffic Association said the rates tentatively prescribed would be considerably lower than present all-rail rates.

C. E. Spens, vice-president of the Burlington Railroad, said it was not possible for the roads to make the joint rates voluntarily. "We are now seeking rate increases," he said, "and a transaction like this might prejudice our position."

T. F. Cathcart Purchases His Business in Bankruptcy Case

THE business of the Cathcart Van & Storage Co., Atlanta, long one of the established household goods warehousing firms in the South, was sold at auction on Oct. 19 to T. F. Cathcart, Sr., president of the company, and W. L. Inglis, the company's principal stockholders. The sale took place at the office of Harry Dodd, referee in bankruptcy.

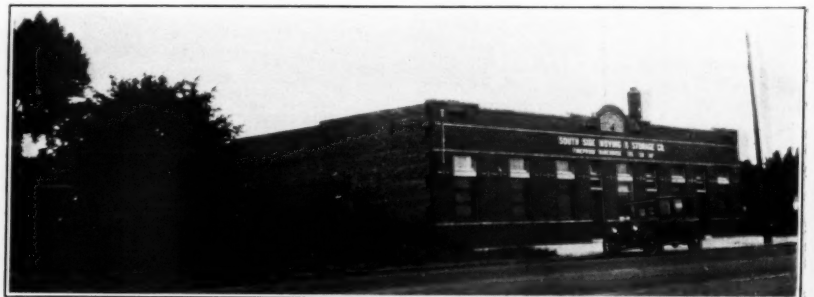
The Cathcart warehouse itself, containing some 70,000 square feet of floor space, was not sold, as there were no bidders. The structure is now technically in charge of the attorney for the stockholders in it. It will be offered for sale at auction at a later date.

The bankruptcy proceedings in the case of the Cathcart Van & Storage Co. were, it is understood, purely voluntary and were brought about indirectly by the recent failure of a company which had financed the construction of the warehouse. The financing company held a lien of approximately \$135,000 on the building at the time of the company's failure.

While the notes on the Cathcart building fall due over a number of years, voluntary bankruptcy was decided on by the company more as a protective measure than for any other reason, it is understood, and the proceedings will in no way interfere with the firm's business. In fact, the business has gone forward uninterruptedly throughout the proceedings and sale and is expected to continue undisturbed after the sale of the building.

Purchase of the company's business by Mr. Cathcart and Mr. Inglis is taken to mean that Mr. Cathcart and his son, T. F. Cathcart, Jr., secretary, will remain in the storage business in Atlanta, and should the warehouse be purchased by someone else and put out of business it appears probable that the Cathcart company will secure another building and go on operating

South Side Company in Denver Opens Its New Warehouse



THE accompanying picture is that of the new home of the South Side Moving & Storage Co., located at 534 South Broadway, Denver. This fireproof structure has been occupied by the company only a few months. It contains 11,000

square feet of floor space. A special room is given over to piano storage, with an even dry temperature maintained the year round.

The company operates two large vans and one open truck.

Warehouse Terminal Planned on Mission Rock, San Francisco

THE largest private warehousing project ever attempted on the Pacific Coast has been presented to the California State Board of Harbor Commissioners, which controls and operates the State-owned port of San Francisco. The plan contemplates the conversion of Mission Rock, in San Francisco Bay, into what would be the greatest warehousing and manufacturing terminal on Pacific waters. The cost would be approximately \$8,000,000, financing of which has been completed.

The board has approved the idea, and, as the Federal Government already has given its indorsement of the development of Mission Rock, there would appear to be nothing in the way of immediate commencement of carrying out the plans.

Mission Rock is a flat-topped stone, sixteen acres in area, rising from San Francisco Bay less than 100 feet from the outer edge of Pier 50. In the city's early days it was used as a landing for sailing ships and a few shed-like warehouses were constructed on it. The property came into the hands of several families and up to a few months ago was owned by some 150 individuals, descendants of those families.

Then the Mission Rock Co. was organized, headed by Harry S. Scott as president, and ownership of the stone island was obtained. The various officers of the company are prominent in the business and professional life of the city.

As presented to the State Board, and accepted by it, the company's warehouse plan is as follows:

Pier 50, just completed and extending 600 feet from the mainland bulkhead out into the bay, in the southern section of the San Francisco waterfront, is to be extended the 70-odd feet necessary to reach Mission Rock. This will furnish rail, truck and pedestrian connection between the city and the stone island. The Federal Government has previously and specially included the limit line of the outer ends of piers in this part of San Francisco to include Mission Rock, so as to provide for such city-island connection.

Cost of this improvement is to be advanced by the Mission Rock Co., which will be awarded a lease extending over a period of years. Pier construction expense is to be returned to the company in small annual rebates on the rentals. This method has been followed before in the development of the port of San Francisco. When Piers 54, 44 and 42 were constructed some years ago the Southern Pacific and the Santa Fe railroad companies negotiated leases with the Harbor Board, whereby the piers were built with money advanced by the railroad corporations, against long-term leases. When these leases expired, the State had received in rental more than enough to pay for the permanent improvements, and these structures then belonged to the State.

The Mission Rock Co. pledges itself to develop the entire stone island; to provide bulkheads and docks capable of berthing eight large deep-sea freighters simultaneously; to fill solidly all space between the rock and the bulkhead lines; to construct rail and truck terminals; to provide sites and rail connections for a certain limited number of factories and industries, and to construct sufficient modern warehouses to handle all cargoes offered.

In addition to rental for the use of the extended pier, the Mission Rock Co. agrees to pay to the Harbor Board regular dockage and cargo tolls for all ships berthing at, and for all commodities handled over, the terminal. In short, the plan is to provide a privately-owned warehousing and industrial terminal for all of San Francisco, with private capital paying the first cost, and providing funds for the extension of Pier 50 to connect with the huge warehouses on the rock.

Business firms and industrial corporations of San Francisco responded heartily to the idea; more than 100 letters from these sources approving the project and urging its immediate consummation, were received by the Harbor Board.

William A. Sherman, president of the State Board of Harbor Commissioners, made the following comment on the proposition to the correspondent of *Distribution and Warehousing*:

"This is one of the most important proposals for the development of the port of San Francisco ever made to this Board. Mission Rock is advantageously situated for warehousing, terminal and manufacturing purposes, and, if properly developed, will provide facilities that are needed as soon as the proposed project can be effected.

"The property cannot be developed as proposed unless the State provides a shore connection. Pier 50 is well adapted for such purpose, and the Mission Rock Co. offers the means for going ahead with the work. It is essential that every effort be made to provide additional facilities for shipping. This has been demonstrated during the past few months, when the chief wharfinger has barely managed to meet the requirements for ship-berthing here.

"The Harbor Board has proceeded with the development of additional piers and terminals as quickly as possible, but always has been mindful of the fact that only a few more unsold bonds remain in the State treasury. If these bonds are disposed of, and important emergency work arises, the Harbor Board would be helpless unless and until the people of the State approved additional issues.

"The proposal of Mr. Scott and his associates provides that the pier extension may be obtained without subjecting the State to any expenditure of bond money. This seems attractive. Mission Rock, when covered with warehouses and industrial plants, and bordered by terminals for shipping, should prove an asset for the port."

Arthur J. Morgan to Build Big Warehouse in New York

A MODERN ten-story household goods warehouse is planned by Morgan & Brother, New York City, on a plot 200 by 92 feet at 510-528 West Twenty-first Street. The property, now occupied by ten tenement structures, was purchased recently from a realty company. As soon as plans have been completed the Morgan company plans to invest from \$1,500,000 to \$2,000,000 in the project and to erect a reinforced concrete building that will be one of the largest furniture storage warehouses in the world.

When the proposed building has been completed, the Morgan company, which is owned by Arthur J. Morgan, will remove from its present quarters at 232 West Forty-seventh Street, at Broadway, to the new home, which is in the Chelsea district of Manhattan and adjacent to many of the more important railroad and steamship terminals.

The purchase of the property on West Twenty-first Street followed the sale by Mr. Morgan of the Morgan warehouse on West Forty-seventh Street to Lee and J. J. Shubert, theatrical producers. The realty, valued at \$800,000, has been in the Morgan family for upward of sixty years and has been occupied by Morgan & Brother for fifty-four years. The company was established in 1851 and the West Forty-seventh Street warehouse contains 60,000 square feet of floor space.

Arthur J. Morgan is widely known in the household goods warehousing business. He is a member of the National Furniture Warehousemen's Association, New York State Warehousemen's Association, New York Furniture Warehousemen's Association and Canadian Storage & Transfermen's Association.

Jones Lets Storage Space

Two of the reinforced concrete warehouses of Jones & Co., Norfolk, Va., have been leased for a long period to a New York textile concern, which purposes to establish a clothing factory in them about Jan. 1. The two structures contain about 53,500 square feet of floor space.

Arthur P. Jones, president of the company, has been one of the leading protestants against operation of Government-owned and municipally-owned terminals at rates so low as to make provide unfair competition for executives engaged in the public warehouse business.

Louis James Dies

Louis James, president of the San Francisco Warehouse Co., died suddenly at his home at 1121 Bay Street, Alameda, Cal., in October. He had been identified with Pacific Coast warehousing for 25 years and was a charter member of the Warehousemen's Association of the port of San Francisco. He was born in Wales 56 years ago.

Port Authorities Condemn Terminal Charge Absorption

PRIVATELY-OWNED or Government-owned terminals, concerned with overseas traffic, can never be operated profitably in competition with railroad terminals where wharfage, storage and handling charges are absorbed in the line haul charges, according to virtually the unanimous opinion of port authorities from all parts of the United States who gathered in Norfolk, Va., on Oct. 18 to 21, for the annual convention of the American Association of Ports Authorities.

While the association has been fighting for years for elimination of the railroad practice of absorbing the port terminal charges, further steps in that direction were taken in a resolution endorsing the principle of separating port terminal charges from carriers' line haul charges.

The resolution, coming after practically an entire day of discussion of the problems confronting the private and Government warehouses and piers, was offered by Colonel Marcel Garsaud, general manager of the board of commissioners of the Port of New Orleans, and was suggested by Major General William Sibert, of Mobile, Ala., one of the builders of the Panama Canal. It follows:

"Resolved, that it is the sense of this meeting that terminal charges at all ports shall be separated from line haul charges and in United States ports the system of absorption of the port charges by the railroads should be uniform, and, further, that the terminal charges, as published, should be based upon the reasonable cost of the terminal service rendered."

In adopting the resolution the association went on record first as favoring a complete separation of port terminal charges and of charges from warehousing from line haul rates; and, second, if the railroads wished to absorb these separate charges in the line haul rates, that the practice be uniform throughout the country.

Under existing conditions some railroads at some ports do absorb separate handling charges at terminals, but at others, the railroads do not.

Cost Basis Urged

The resolution favored establishing the terminal charges on a basis consistent with the reasonable cost of performing the service. Delegates reported many instances in which handling charges were set at abnormal figures when they were absorbed, putting private warehousemen again at a disadvantage when competing with them.

Horace Turner, president of the Turner Terminal Co., Mobile, Ala., one of the leading students of technical terminal operation, addressed the convention and gave a rather gloomy outlook for the private warehouseman at ports in competition with railroad terminals under the present absorption arrangement. He said:

"The practices of the railroads, of

giving free terminal service to port traffic moving under shipside rates, and in giving terminal services below cost to all other port traffic, have resulted in enormous operating losses at the railroad terminals and in similar losses at public and private terminals in competition with railroad terminals.

"Only at those ports, few in number, where public control of the active water frontage has enabled public terminals to make their own remunerative basis of terminal charges have their public terminals been able to sustain themselves upon their own terminal revenues. New Orleans is such an example.

"Wherever the public and private terminals have competed upon equal terms with railroad terminals operated at a loss, the public and private terminals have naturally suffered a loss. Just as long as the railroads are permitted to saddle their terminal losses upon interior traffic enjoying none of the port terminal services, and in this way recoup their terminal losses, just so long will public and private terminals be unable successfully to compete.

Port Progress Injured

"Unless this practice of the railroads be brought to an end in some way, we are almost at the end of our general port development in this country, inasmuch as railroads can hardly command sufficient capital for main lines, much less port terminals, and the States and municipalities, nearly all up to their limit of debt, cannot issue bonds to any great extent for terminal development unless such investments will earn operating expenses, interest, and sinking fund to retire bond issues."

Mr. Turner presented figures showing that one-twentieth of the railroads' investments were in terminals, and that that one-twentieth of its properties was being operated at a loss.

"Should some of the railroads oppose the establishment of terminal charges upon the basis of the reasonable cost of terminal services," Mr. Turner pointed out, "and persist in operating one-twentieth of their properties (port terminals) at a loss for competitive reasons, thereby compelling public and private terminals to operate at a loss, there should at least be a proper system of railroad accounting prescribed by Federal authority to the end that one-twentieth of the capital investment of railroads (in terminals) be prevented from re-couping terminal losses out of higher freight rates upon the remaining nineteen-twentieths in main lines and equipment."

The discussion of the absorption of port terminal charges was regarded as the most important single topic discussed by the port authorities, and the organization prepared to bring whatever pressure possible upon the Interstate Commerce Commission to expedite its investigation of that situation, which has been under way for several years.

E. A. Mills, of the Crescent Wharf & Warehouse Co., San Francisco, has been reelected chairman of the Marine Service Bureau of Los Angeles.

Port Charges Hearing Is Now Set for March 7, 1927

THE Interstate Commerce Commission has fixed March 7, 1927, at 10 a.m., before Examiner R. N. Trezise in Washington, D. C., as the date for further hearing in the Commission's investigation of charges for wharfage, handling, storage and other accessorial services at Atlantic and Gulf ports. The American Warehousemen's Association is being represented in this Federal inquiry by its port terminals committee headed by Samuel G. Spear, Boston.

A notice sent out by George B. McGinty, secretary of the I. C. C., says:

"On Dec. 9, 1924, the Interstate Commerce Commission entered an order reopening this proceeding for further hearing, and, in a notice dated March 22, 1926, called upon all rail carriers having port facilities at North Atlantic ports, or that serve competitive territory through their port facilities at Norfolk, Va., to begin the preparation of data necessary to respond to the inquiries of the United States Shipping Board as specifically outlined in Appendix A to that notice.

"The notice also requested that the Commission be advised whether the work could be completed in sufficient time to set the case for further hearing during June, 1926.

"The replies received indicated that the data called for could not be prepared so that the case could be set for hearing during 1926, and advices now received relative to the participation in the proceeding of representatives of the United States Shipping Board indicate that it will be impracticable to hold the further hearing before March, 1927.

"As has been hereinbefore observed the investigation includes the port of Norfolk as to those carriers which serve that port and also compete from common territory with carriers serving the North Atlantic ports. The situation at Newport News and Portsmouth, Va., is similar to that at Norfolk, and information of the character prepared for Norfolk should also be prepared for those ports."

Household Goods Notice

The National Freight Forwarding Co. New York consolidators of household goods and automobiles in carload lots via the Panama Pacific steamship line to Pacific Coast points, issued the following notice on Oct. 25:

"Effective immediately, our service through the agency of independent representation releases shipments of household goods direct to any consignee warehouse designated by a shipping warehouse."

New Bay State Company

The Berkshire General Storage Co. has been organized in Pittsfield, Mass., to do a general warehousing and garage business, with a capital of \$50,000. The incorporators are Frank C. Smith, John T. C. Smith and D. T. Noonan.

"Old Family Album" Sketch of Clay S. Morse

(Concluded from page 33)

this world would have us believe.

Starting in for himself, Clay S. Morse went in for a general line, having only one team of horses and one wagon. For that matter, he had only one customer to start with, but others came soon—so many that eventually he decided to specialize in the hauling of machinery and the storing of merchandise in preference to the packing, storing and moving of household goods.

During the fifteen years which followed this decision the firm of Clay S. Morse, Inc., under which name he had launched his infant enterprise, had a hand in the hauling and erecting of most of the heavy machinery that came into Portland—and Portland is a city of saw mills and power plants, a manufacturing center and a seaport.

One of the contracts undertaken by the Morse company in recent years was the moving of a 250-ton gas tank from its old foundation to a new location a mile and a half up the river. The Morse company had the proper equipment for the job—but the city of Portland found it necessary to widen one street to let the huge consignment pass through on its way to the river barge that was to take it to its present home.

Another bit of freight entrusted to the tender mercies of the Morse men was a balcony truss for the new Liberty Theater. This piece of iron work is 90 feet long and 12 feet high and weighs 36 tons. The job was to set it at an elevation of 12 feet above the ground floor. Another girder, 40 feet long and weighing 10 tons, had to be placed at an elevation of 45 feet. But that was all in the day's work.

A more spectacular performance was the moving of a gas oil purifier 85 feet high. Two poles each 96 feet in length were required to make the improvised derrick with which this huge "load" was handled while the 10-ton upper sections were being placed on top of the 15-foot bases. The Portland papers sent reporters and photographers to "cover" this feat, and even the news gatherers for the motion pictures were on the job.

Clay S. Morse at his private office was found seated at a flat topped desk surrounded by an assortment of personal belongings which furnish a key to his character as well as to his tastes. There were blue prints and Port of Portland papers, an Elks banner and a tobacco jar, a framed certificate of the American Warehousemen's Association and a painting of a pretty woman with Titian hair, a copy of *Distribution and Warehousing* and a streamer proclaiming "Clay S. Morse for County Commissioner—A Constructive Program at a Minimum Expense"—and the latter slogan, indeed, may be said to bespeak the Portland man's warehousing career.

Just as the Morse firm was engaged in one of the most diversified lines in the Northwest, moving anything from a building to a cargo of staple groceries

for an ocean-going boat, so Mr. Morse's personal activities cover a wide range of interests. He has been a director of the Portland Chamber of Commerce for five years during three of which he served as treasurer. For two years he was director of the publicity department of the Chamber. He is a trustee of the Oregon Development Fund. He is treasurer of the Multnomah Civic Stadium Association, now putting up a concrete structure that will seat 50,000 persons at municipal sporting events and pageants. He has been a director of the Portland Rose Festival for five years, which means much locally. He has been heading a drive to raise funds for a new community club hotel to be located on the snow line atop Mount Hood, on the Hood River Highway. He is a member of the Boosters' Club, a typical western organization whose purpose in life is to "sell the sunset"—though they let the blue sky alone!

Aside from these and his business interests, his time, no doubt, is his own.

During this past August the firm of Clay S. Morse, Inc., merged with the Oregon Transfer Co. under the latter's name, Mr. Morse becoming treasurer upon consolidation. —E. F.

Warehousemen Aid Charities

Frank A. Horne, president of the Merchants' Refrigerating Co., New York City, has been made chairman of the storage and warehousing group in the cooperative movement to raise \$1,000,000 to help care for the sick poor in the non-municipal hospitals which are members of the United Hospital Fund, non-sectarian in character. The appeal was carried on during Thanksgiving week.

Charles S. Morris, president of the Metropolitan Fireproof Warehouse, Inc., New York City, has been made chairman of the storage warehouse and van-owning group in an appeal by the Federation of Jewish Charities to meet a \$4,000,000 deficit.

Appeals in support of both funds were made at the November meeting of the New York Furniture Warehousemen's Association, Minott A. Osborn telling about the United Hospital drive and Mr. Morris presenting the Federation's cause.

Galion-Mansfield Motor Line

The Galion-Mansfield Transit Co. has been chartered in Ohio, to operate a motor freight line between the two cities, with a capital of \$75,000. Offices are at 414 Cherry Street, Galion. The incorporators are J. E. Amick, C. W. T. Elder, C. N. Baehr, J. R. Osbourne and Gaylord J. Dickerhoff.

New Chicago Plant

The Symons Fireproof Storage Co., Chicago, is erecting a five-story warehouse on a lot 50 by 121½ feet at 2431-2433 Irving Park Boulevard. Building and ground represent an investment of approximately \$90,000.

Manhattan Company Expands

The Manhattan Refrigerating Co., New York City, is issuing \$2,000,000 first mortgage sinking fund gold bonds, Series A, 5½ per cent, due July 1, 1941, secured by real estate. Through this issue the company retires real estate mortgages, secures additional real estate under option and contract, and is supplied funds to continue its active building program to meet constant demand by customers for increased refrigerated space. The building program includes enlargement of the West Washington Market storage plant. At 84 to 86 Gansevoort Street the company is erecting a cold storage warehouse to cost about \$350,000. The company has recently purchased property on West Street.

Correction

Redfield Tomlinson, cold storage warehouse executive of Rochester, N. Y., in a letter to *Distribution and Warehousing*, states that he is not president of the Rochester Ice & Cold Storage Utilities, Inc., organized several months ago through consolidation of a number of Rochester's cold storage and ice companies. It was announced in error in these columns that Mr. Tomlinson headed the corporation arising out of the merger.

O. K. Has Plymett Vault

The O. K. Storage & Transfer Co., New Orleans, has installed a Plymett fumigation vault, 6 by 8 by 10 ft., to protect goods in storage from moths. The installation is being advertised in local newspaper "copy" designed to attract housewives' attention, special prices being offered on three-piece living room suites, and on clothing, including furs.

McCullough With Orange Firm

John O'Connor, owner of the Security Storage Warehouses, Harrison, N. J., and the Orange Storage Warehouse, East Orange, N. J., has appointed George W. McCullough manager of the Orange plant. Mr. McCullough was formerly manager of the John Rhoads Co., Philadelphia, with which he was connected for thirty years.

Boston Company to Build

A warehouse, a garage and manufacturing building will be erected shortly at Mystic and Middlesex Avenues, East Somerville, Mass., by the First National Stores, Boston. The warehouse will be variously one and three stories high, 560 by 300 feet, of brick and concrete.

Madison Company Builds

The Madison Fireproof Warehouse, Madison, Wis., is putting up a one-story addition, 50 by 80 feet, at the rear of its present structure.

"Heart of America" Is Setting the Stage for the A. W. A. Convention in January— Kansas City Committee Invites Warehousemen Everywhere to Attend

WHEN Kansas City was selected for the next annual convention of the American Warehousemen's Association, the choice was not made inadvisedly. The fame of the Missouri municipality as "the convention city" of the United States was known to be well founded in the advantages and attractions of the "Heart of America." It has been about ten years since Kansas City warehousemen have entertained the major national association, and for several years they have been planning for the next gathering of this kind in their midst. The time has come, with the announcement that the 1926 convention, which ordinarily would have been held in December, will

tions in the business and hotel and theatre center, and just at the edge of the shopping sections, the building was held by the local warehousemen to be the obviously logical place for the sessions.

The delegates will be offered all the exclusive features of a club, with the freedom of a hotel. Through the fact that many of the members of the Kansas City Warehousemen's Association are members of the club, the management has volunteered all the usual privileges. Entire floors will be turned over exclusively to the warehousemen and their ladies. For the latter, a beauty parlor and a large swimming pool will be two of the attractions.

south, the hotels, the Liberty Memorial recently dedicated by President Coolidge, and the city's residential district.

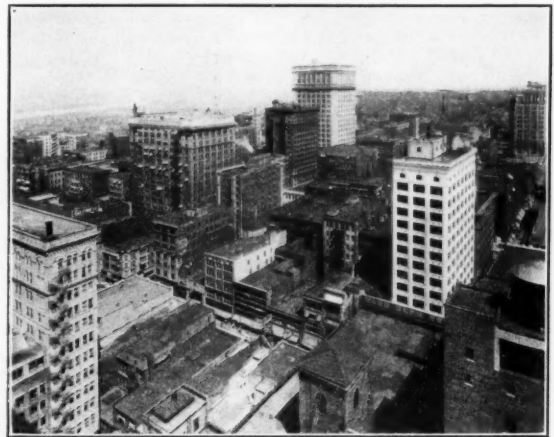
The fourth and fifth floors are devoted to lounge rooms for men and women. Here the ladies will find a welcome, free to spend whatever time they find otherwise unoccupied.

On the sixth floor is the main dining room, where the convention banquet will be staged. This room has ample accommodations for 700 persons—and the Kansas City warehousemen are laying plans for that many to attend.

Notwithstanding the selection of a private club building, the cost of the delegates' stay will not be as high as



Here is the Kansas City Athletic Club building where the A. W. A. convention will be held in January



Above—View from roof—22 stories up



Lounge of the Kansas City Athletic Club. This is one spot which is going to be a favorite with the ladies

take place on Jan. 10-14 at the Kansas City Athletic Club.

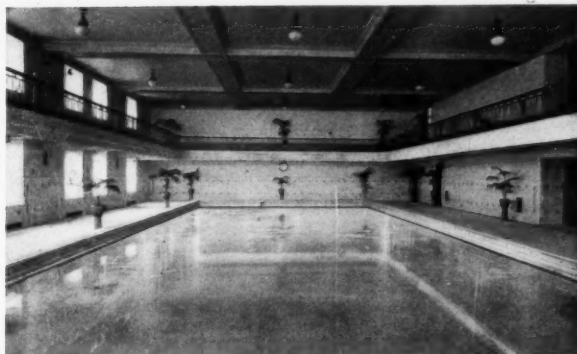
The local storage executives were ready, at the first sign of the success of their campaign to be the hosts, to put their plans under way for one of the biggest assemblies in the industry's history.

In the Athletic Club, a relatively new building rising 22 stories, Kansas City offers one of the most unique places to be found anywhere. Standing at a corner of one of the most active intersec-

It will be possible for the entire convention activities to go on under the one roof. The business sessions will be held on the Roof Garden—22 stories up and thus away from the traffic noises of the streets, with the entire panorama of the city visible through the encircling windows. To the north lie the river and an industrial district; to the west, the central business section and Kansas City, Kan.; to the east, the shopping center and the business skyscrapers, and to the

under ordinary hotel accommodations. The rooms, each with its own bath, will run 20 to 30 per cent less than the usual hotel rates, ranging from \$2.50 for a single room to \$5 for a double room, and upward. Only "three-quarter size" beds are used at the club, so a double room means a room with two beds.

The club is run strictly on the European plan, so that, while all will be privileged to enjoy their meals in the dining room, they will not be required



Left—Main dining room of Kansas City Athletic Club. Right—The swimming pool

to do so. Tipping is prohibited—any employee accepting a gratuity is liable to discharge.

It is the intention of the committee to provide entertainment for the ladies at all times when the men are engaged at the business sessions. Mrs. Ellis Leritz heads the women's committee and promises an extensive program of shopping, sight-seeing, matinees, teas and luncheons.

The convention committee, headed by D. S. Adams, announces that all warehousemen are welcome to attend the convention regardless whether they have membership in the A. W. A. They are urged not alone to attend the business sessions, the banquet, etc., but to make

the club their home while the meeting is in progress.

"Due to the rapidly changing conditions in the warehousing industry," it is explained on behalf of the committee, "it is necessary to keep in constant touch with the members of the industry in order to be always posted on the latest developments and practices.

"So the committee urges that the warehousemen come to Kansas City to hear speeches of importance made by men of national reputation within the industry and outside.

"A suggestion is made that, as the convention comes about at the beginning of the new year, the warehousemen each make a New Year's resolution

to be in Kansas City for the convention, for the reason that—along with their other resolutions at the beginning of the new year—is the one that they are going to make more money this coming year. And the place to learn how to do this is in Kansas City, Jan. 10 to 14."

Warehousemen and guests are urged to send their requests promptly for reservations. These may be made direct to Richard F. Marsh, manager of the Kansas City Athletic Club, Eleventh and Baltimore Avenues.

Associated with Mr. Adams on the convention committee are W. A. Sammis, E. N. Dodds, John Groves, Daniel P. Bray and Lee Jones.

—M. S.

HERE AND THERE IN THE INDUSTRY

The "Virgidora II" Tours

Edward R. Greenlaw, secretary of the Louisiana Transportation Association, with which a number of warehouse companies are identified, is making a series of trips through Louisiana and Mississippi in a specially constructed combination home and office on wheels—a bus built on a Republic truck chassis—in order to develop more intimate business relations with the association's members and to study highway conditions.

This "land yacht" is equipped with running hot and cold water, electric and gasoline stoves and a radio set. It is called "Virgidora II," this being a combination and contraction of the names of his wife and two daughters.

Federal Co., Memphis, Expands

Announcement is made by N. C. Blackburn, manager of the merchandise department of the Federal Compress & Warehouse Co., Memphis, Tenn., that the company has secured a warehouse at 589 South Front Street, situated on Illinois Central Railroad tracks in the heart of the jobbing and rail terminals district, and also that the company plans

at an early date "to erect such a warehouse as Memphis needs."

Meanwhile the Federal has begun the erection of a one-story addition to its plant in McGehee, Ark., which will provide 20,500 more square feet of floor space.

Baltimore Company to Build

The Fidelity Storage Co., Baltimore, has had plans drawn for the construction of the first two floors of a proposed seven-story warehouse, it is announced by Martin J. Reilly, president. The new plant will be located on a plot 45 by 80 feet at 906-910 Ensor Street, and will be of steel and concrete, with a brick facing to correspond with the company's present fireproof warehouse at 2104-2108 Maryland Avenue.

New Cape Cod Warehouse

One of the largest warehouses in New England for the storage and handling of food products was opened for business on Nov. 12 in Hyannis, Mass., by the E. C. Hall Co. The building is of fireproof construction.

Greenawalt Now a Solon

Ross Greenawalt, of Goshen, Ind., who served this past year as president of the Indiana Transfer and Warehousemen's Association, Inc., was recently elected a member of the 1927 Indiana State Legislature.

It is the next Legislature which may declare the transfer, cartage, furniture warehouse and furniture hauling business of the State to be a public utility subject to Public Service Commission regulation.

Dunham & Reid to Build

Dunham & Reid, Inc., household goods warehousemen in New York City, will build a modern fireproof storage plant, work to be started about Jan. 1 on a site recently purchased at 216-218 East Forty-seventh Street.

Naylor Recovers from Sickness

L. A. Naylor, president of the Monumental Storage & Carpet Cleaning Co., Baltimore, has returned to his desk after a month's illness of the old-fashioned "grippe."

Installment Buying Held to Aid Thrift and Production

VIEWS that installment buying is here to stay were expressed by speakers at the national conference on business and business policy of the Academy of Political Science in New York on Nov. 17. They were generally agreed that while purchasing on the installment plan might have its defects, it stimulated thrift as well as production when properly applied.

John J. Raskeb, chairman of the finance committee of the General Motors Corporation, alluding to installment buying of motor cars, said:

"The records show that they (automobiles) have not been acquired at the expense of home savings, life insurance or other factors in economic welfare. The desire for automobiles is sufficiently great to inspire people to work, provided through working this desire can be satisfied; and this desire provides an incentive to work which results in converting idle hours into the energy necessary to produce our motor cars."

John Maurice Clark, professor of economics at Columbia University, said that while the dangers of installment buying were obvious, such as overpersuading the customer to buy and stimulating overconfidence in the seller, it had its good effects.

Prof. E. R. A. Seligman of the department of political economy at Columbia University, said the installment sales volume annually was estimated at from \$5,000,000,000 to \$7,000,000,000 of a total of some \$40,000,000,000. He then said:

"Does installment selling increase production? In the paint business it has been a failure. In the automobile business it has been a notable success. Installment selling has undoubtedly come to stay. It has given rise to many abuses and to not a few dangers, but there is every likelihood that we shall find repeated here the history of credit in general."

John E. Rovensky, first vice-president of the Bank of America, said:

"Installment sales unquestionably are here to stay, and the whole question resolves itself to this: Are we proceeding along the right lines? Since the method has not passed through a complete cycle, and since only experience can furnish the answer, we will be in a better position to judge the matter when we have passed through the next period of business depression and unemployment."

Benjamin A. Javitz, counsel to a number of trade organizations, said installment buying was here to stay, and advocated an Installment Council of America to "undertake to study and advise with all those interested in the practice of installment sales."

Butler Not Reelected

Unsuccessful as the Republican candidate for United States Senator from Massachusetts in the November elections, William N. Butler, president of

the New Bedford Storage Warehouse Co., New Bedford, announced in Washington, D. C., on Nov. 16 that he would continue as chairman of the Republican National Committee.

The New Bedford warehouseman, whose reelection was urged by the President in a letter from Mr. Coolidge prior to the elections to a friend in Massachusetts, was defeated by David I. Walsh, the Democratic candidate.

Erie to Build in Youngstown

The entire business complexion of a large section of the city of Youngstown, Ohio, will be changed with the erection of the \$1,000,000 warehouse and freight station which the Erie Railroad is planning between Belmont Bridge and North Avenue.

The warehouse will be large enough to take care of 325 carloads of freight in 133,000 square feet of floor space divided into bays. The freight station, to occupy virtually the entire ground floor of the building, will have a total capacity of 50 cars on the proposed tracks, as against 35 at the present station.

The new building will be served by five tracks, one of which will be inside. Large elevators will connect the main floor with the storage space in the upper four stories. The structure will be of reinforced concrete and brick designed to carry a live load of 250 pounds to the square foot. The outside platforms will be of sufficient width to permit operation of tractors and four-wheeled freight trucks.

Lakewood Company Builds

The Lakewood Fireproof Storage Co., engaged in household goods warehousing in the Lakewood section of Cleveland, is erecting a six-story warehouse, 80 by 55 feet, on a site next to its present building at 14401-11 Detroit Avenue. The new plant will cost \$75,000 and will be entirely of concrete, reinforced steel and face brick.

This is the fourth unit put up by the Lakewood company since the business was established in 1920. The first is a three-story building, 60 by 100 feet. The second, constructed a year later, is of the same size. The third, erected in 1924, is six stories high, 50 by 60 feet. The addition now going up gives the company one of the largest plants of its kind in the city.

Bush Terminal's Quarterly Net

The Bush Terminal Co., New York, and its subsidiaries report, for the quarter ending Sept. 30, net profit of \$473,658, after interest, depreciation, taxes, etc. This is equal to \$1.42 a share on 137,770 shares of no par common stock after dividends on Bush Terminal Buildings 7 per cent preferred and Bush Terminal Co. 6 per cent preferred and 7 per cent debenture stocks. For the first nine months of this year the earnings were \$1,269,120, or \$3.17 per share of the no par common.

Prospect Warehouses, Inc., Organized in Trenton, N. J.

THE Prospect Warehouses, Inc., has been organized in Trenton, N. J., as a subsidiary of C. Lewis Lavine, Inc., which has been in the trucking business in Trenton for the past ten years with branches in Philadelphia, Newark and New York City. The Prospect company will open for business about Jan. 1 and will engage in storing and handling the goods of national distributors and in the commercial storage business generally.

The Prospect firm, headed by C. Lewis Lavine as president and treasurer, recently purchased the new building originally erected for the Globe Rubber Tire Co., on Prospect Street, Trenton. This structure, standing two and a half stories high, is of concrete and brick, is sprinklered, is equipped with two freight elevators, one at each end, and contains 33,000 square feet of floor space. There are 22,000 more square feet available in adjacent buildings.

The warehouse has a private siding on the Reading Railway, providing trackage for spotting seven cars. There are truck loading and unloading facilities on three sides of the building. The Lavine company operates a fleet of 44 motor trucks, which will be used in conjunction with the new warehousing project.

Associated with Mr. Lavine, who heads both the Lavine and Prospect companies, is H. N. Runyon, who is secretary of each. Michael Ray will be manager and operating executive of the Prospect Warehouses, Inc.

Thicker Tires Reduce Impact

Increasing the thickness or profile height of motor truck tires has a marked effect in reducing road impact in both single and dual mountings, the United States Bureau of Roads has learned after a series of exhaustive tests, it is announced at Washington. Conclusions reached by the Bureau include the following:

(1) Thickness and narrowness of tread rubber are desirable in reducing road impact reaction; (2) that as static load increases, road impact reaction increases; (3) as static load increases, the ratio of road impact reaction to static load increases; (4) that appreciable variation of cross-sectional rubber, or breaks in its continuity, cause heavy repeated impacts to be delivered to the road; (5) that dual mounted tires should always be mounted with the tread designs staggered; (6) that the maximum impact forces obtained with motor truck tires in service can be measured with an accuracy sufficient to determine results, and (7) that in the tire equipments tested, all of which were standard, dual mounting caused heavier impact forces than the corresponding single mounting of the same total load-carrying capacity.

This last conclusion was determined on a pneumatic-tired 2-ton truck and a solid-tired 5-ton truck.

Globe Van Company of 177 14th Ave., Astoria, Long Island, joined the large family of Autocar truck users in the Metropolitan New York area when they bought and put into service this Model CK 2½-ton Autocar truck, which is now covering long distances with unflinching regularity.



Direct Factory
Branches or
Affiliated
Representatives
in 66 cities

*Albany
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*Altoona
*Atlanta
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*Bronx
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*Buffalo
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*Canton, Ohio
*Charlotte
*Chester
*Chicago
*Cleveland
*Columbus
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*Dallas
*Denver
*Detroit
*Erie
*Fall River
*Fresno
*Harrisburg
*Indianapolis
*Jersey City
*Lancaster
*Lawrence
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*Memphis
*Miami
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*Norfolk
*Oakland
*Paterson
*Philadelphia
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*Wheeling
*Wilkes-Barre
*Williamsport
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*Worcester
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The sturdy, rugged Autocar is a good bad-road truck

Autocar trucks have a proved reputation for exceptional sturdiness in hauling heavy loads over the bad roads frequently encountered on long distance moving jobs during the winter months.

Their easy riding qualities and absence of side sway give the greatest amount of protection to the load when the going is rough and hard.

They have the power to take heavy loads wherever a truck can travel at all. In soft going, deep sand and thick mud, Autocars can often get through places which are seemingly impassable, because the rear wheels do not sink in badly due to the more even weight distribution feature of Autocar design.

Hundreds of movers stand ready to tell you of the lower hauling costs and higher net profits that Autocars are giving them. Write for FREE copy of booklet, "Autocar Trucks and Those Who Use Them for Moving Furniture."

The Autocar Company

ESTABLISHED 1897

Ardmore, Pa.

Autocar Trucks

Construction, Removals, Purchases and Changes

AMERICAN Railway Express Co., Tampa, Fla., will erect a \$40,000 warehouse, 40 by 200 feet, two stories high, on Twiggs Street.

Arlington Transfer & Storage Co., Los Angeles, has awarded a contract for the erection of a six-story plant on a site 50 by 80 feet, to be ready for occupancy before April 1.

Associated Truckline Co., Grand Rapids, Mich., has plans for a \$50,000 one-story warehouse, 85 by 200 feet.

Atlantic Motor Freight Co., Inc., New York City, has leased property at 520 Broome Street for its headquarters.

B. & O. Trucking & Transfer Co., Los Angeles, has arranged to change its name to the B. & O. Truck Co. and has established new headquarters at 1416 Griffith Avenue.

Bastrop Ice & Storage Co., Bastrop, La., is considering plans for an addition which would double its present capacity.

Boulevard Fireproof Storage, Inc., Milwaukee, has preliminary plans for a \$60,000 five-story and basement addition, 50 by 50 feet.

Carpenter Storage, Inc., White Plains, N. Y., is planning the early erection of a \$100,000 five-story warehouse, 55 by 135 feet.

Central Wisconsin Storage Co., Marshfield, Wis., has awarded a contract for a \$75,000 cold storage warehouse.

City Ice Co., Kansas City, Mo., has plans for a \$50,000 one-story and basement cold storage warehouse and ice plant at Oak and Forty-ninth Streets.

Clearing Express Co., Chicago, has leased property, with 60,000 square feet, at 6601 South Menard Street and will put up a \$35,000 garage and repair station, 30 by 120 feet.

D. & R. Trucking Co., New York City, has leased property at 322 Eighth Avenue for its headquarters.

Davidson Transfer & Storage Co., Baltimore, has preliminary plans for a \$120,000 four-story warehouse at 2858 Pennsylvania Avenue.

Ennis Ice Co., Ennis, Tex., has plans for a \$50,000 cold storage warehouse and ice plant.

Ewen Transfer Co., Portland, Ore., has let a contract for the construction of a terminal and freight warehouse at Fourteenth and Overton Streets. The investment will be in the neighborhood of \$250,000.

Eyres Storage & Distributing Co., Seattle, has awarded a contract for its \$250,000 seven-story warehouse at First Avenue, South, and Walker Street. The structure will be 120 by 148 feet.

Federal Van & Storage Co., Kansas City, Mo., has acquired property on which it plans to erect an addition.

Fort Wayne Storage Co., Fort Wayne, Ind., plans an \$80,000 three-story and basement warehouse, 46 by 200 feet, at Hayden and Francis Streets.

Giebel Storage Corp., Marion, N. Y., has completed a new cold storage warehouse.

Golden State Transport, Inc., Los

Angeles, has removed its headquarters to 1690 South Alameda Street from the Rives-Strong Building.

Great Lakes Terminal Warehouse, Detroit, has begun erection of its \$3,000,000 warehouse at Wabash Avenue and Michigan Central Railroad tracks.

Greenwood Compress & Storage Co., Greenwood, Miss., is planning to build a \$25,000 one-story addition.

Hebard Storage Warehouses, Chicago, will erect a \$200,000 six-story and basement warehouse.

Hollywood Storage Co., Hollywood, Los Angeles, announces its removal of office at 1025 North Highland Avenue from 1666 North Highland Avenue.

Homestead Development Co., Jackson, Miss., is planning to build a \$40,000 fireproof warehouse.

J. W. Hunter & Son Moving & Transfer Co., Kansas City, Mo., has completed plans for a \$35,000 warehouse, 50 by 65 feet, at Thirty-eighth Street and Woodland Avenue.

Illinois Central Railroad Co., Chicago, is said to have preliminary plans for a \$50,000 warehouse in Gulfport, Miss.

Independent Ice & Refrigerator Co., Abilene, Tex., is planning to build a \$60,000 one-story cold storage warehouse, 45 by 91 feet, at Seventieth Street and Atkins Avenue, Cedar Grove, La.

Interborough Transfer Co., New York City, will occupy a building, with 7500 square feet of floor space, at 129-135 Charlton Street, as a warehouse and distributing station.

Kansas City Southern Railway Co. will build a warehouse and freight station in Mansfield, La.

Kedney Warehouse Co., Inc., Minneapolis, will proceed with the erection of a \$30,000 one-story and basement warehouse, 60 by 100 feet, at North Sixth Avenue and Washington Street.

Kenwood Storage & Warehouse Corp., Brooklyn, has increased its capital stock from 1500 shares, \$100 par value, to 5000 shares, of which 2500 shares are common, having no par value, and 2500 are preferred shares of \$100 par value.

Landon Cartage Co., Chicago, has acquired property at 5625 West Sixty-fifth Street and plans to build a garage and service building, 50 by 100 feet.

Lincoln Loose Leaf Warehouse Co., Fayetteville, Tenn., will put up a \$25,000 warehouse, 120 by 160 feet.

Lincoln Safe Deposit Co., New York City, has begun erecting its \$2,500,000 14-story warehouse, 128 by 200 feet, on Third Avenue between Sixty-ninth and Seventieth Streets.

Long Beach Terminal Warehouse Co., Long Beach, Cal., has awarded a contract for the erection of a group of three general and cold storage warehouses on a four-acre tract of land at West Channel Slip No. 5, to cost approximately \$500,000 with equipment.

Louisiana Ice & Utilities, Inc., St. Louis, Mo., has preliminary plans for a \$70,000 cold storage warehouse in Commerce, Tex.

Madison Fireproof Warehouse, Madi-

(Concluded on page 72)

New Incorporations

Within the Industry

ACME Ice & Refrigerating Co., Houston, Tex. Cold storage warehouse and ice plant. Capital, \$85,000. Incorporators, Sidney Myers and J. B. Joseph.

Clinton Ice & Cold Storage Co., Clinton, Mo. Cold storage warehouse and ice plant. Capital, \$130,000. Incorporators, H. M. Haysler and S. H. Haysler.

Community Ice Co., Lee's Summit, Mo. Cold storage warehouse and ice plant. Capital, \$50,000. Incorporators, Robert B. Fizzell and associates.

Empire Transfer & Storage Co., Kansas City, Mo. General storage and transfer. Capital, \$10,000. Incorporators, W. A. Howell and H. W. Magee.

Fall River & New Bedford Express Co., Fall River, Mass. General transfer and express. Charles A. Fowler, Jr., heads the company.

Farm Bureaus Warehouse Co., Hammersville, Ohio. Capital, \$10,000. Incorporators, R. S. Sprouse, W. J. Saunders and D. G. Norris.

Fox Transportation & Storage Co., Bridgeport, Conn. General warehousing and trucking. Capital, \$50,000. Incorporators, H. C. Norrish and Alfred Fox, of Milford, Conn.

Gerard Motor Haulage Co., New York City. Capital, \$5,000. Incorporators, J. Behler and T. O'Brien.

Glen Burnie Ice Co., Inc., Glen Burnie, Md. Cold storage warehouse and ice plant. Capital, \$100,000. Incorporators, Elisha W. Dunker and David B. Dunker.

Harlem-Lexington Van & Express Co., New York City. Capital, \$5,000. Incorporators, M. Seretsky and A. Tappis.

Hudson Transfer Co., Greenville, S. C. General transfer and trucking. Capital, \$10,000. Incorporators, M. E. Hudson and L. M. Hudson.

Herman Janssen Cartage Co., Chicago. Capital, \$5,000. Incorporators, Herman G. Janssen, Sr. and Jr., and Mandel Molbo.

Journal Square Motor Van Co., Jersey City, N. J. John A. Reemin heads the company.

Lawrence Warehouse Co., San Francisco, has been chartered in Texas to do business in that State. Capital stock, \$200,000. Texas agent, Ralph Feagin, Houston.

Lumber Terminals, Inc., Wilmington, Del. Capitalization, \$70,000.

Marine Warehouse, Inc., New York City. General warehousing. Capital, \$20,000. Incorporators, C. A. Cohron, M. Cohron and J. Garlick.

Motor Transportation Co., Bridgeport, Conn. Capital, \$50,000. Incorporators, Calvin H. Rhodabeck and William J. Buckley.

Nash Bonded Warehouse Co., Rocky Mount, N. C. General warehousing. Capital, \$100,000. Incorporators, R. L. Huffines and A. P. Thorpe.

Owen Warehouse Co., El Paso, Tex. General storage warehouse. Capital, \$10,000. W. T. Owen is the principal incorporator.

Queens County Storage Co., Queens,

(Concluded on page 72)

If it's *Fragile*

Don't take chances . . let it ride on

⌘ **Budd-Michelin** ⌘
Dual Wheels



TAKING chances on a truck load of anything that's breakable isn't good business. Not when there's a safe way of doing the job.

That's why you see furniture, department store, bottling and warehousing trucks riding on Budd-Michelin Dual Wheels and *pneumatic* tires. Those dual cushions of air mean safety to any load—and the truck that carries it.

Heavy trucks on Duals last longer, need fewer repairs and get from 15,000 to 20,000 miles from a set of tires. Sixty thou-

sand giant buses and trucks are proving that every day in the year. But these are not the only advantages Duals give you.

Trucks on Duals can cover more ground, make more deliveries. The driver gets less punishment. Two trucks on Duals can often do the work that three trucks did before—and that's a factor worth considering!

You can get Duals on any make of truck. All manufacturers supply them.

And your present trucks can be Dual equipped. Ask your dealer—or write us.

BUDD
WHEEL COMPANY

Detroit

THE BUDD-MICHELIN EQUIPMENT—two Budd-Michelin single wheels in front, two Budd-Michelin Dual Wheels in the rear (pairs of single wheels acting together as units). All wheels completely interchangeable either as units or as halves of Duals. One spare.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Construction, Removals, Purchases and Changes

(Concluded from page 70)

son, Wis., is planning to erect a \$70,000 warehouse.

Manteca Warehouse, Inc., Manteca, Cal., will put up a \$25,000 storage structure, 60 by 100 feet, on the State Highway.

Merchants & Manufacturers' Terminal, Inc., Birmingham, Ala., has awarded contracts for the erection of two two-story warehouse units, each 120 by 440 feet, at a total cost of \$600,000.

Missouri-Kansas-Texas Railroad Co., Dallas, has purchased 15 acres of land in Houston as a site for a warehouse and freight terminal at a cost of about \$1,000,000. The warehouse will be approximately 800 feet long.

Montreal Rail & Harbour Terminal, Ltd., has awarded a contract for its 10-story and basement warehouse and cold storage plant, 175 by 216 feet, on Craig Street, Montreal. The project will cost, with equipment, approximately \$5,000,000.

Monumental Storage & Carpet Cleaning Co., Baltimore, has plans for a \$60,000 two-story warehouse, 65 by 87 feet, on Windsor Avenue.

Napa Pre-Cooling & Cold Storage Co., Napa, Cal., recently organized, is planning a \$50,000 cold storage warehouse and pre-cooling plant.

New York Dock Co., New York City, has leased to furniture dealers two five-story buildings and garage, aggregating 120,000 square feet of floor space, at the foot of Warren Street, Brooklyn.

Nucar Forwarding Co., Trenton, N. J., has leased a building on Bernard Street for a receiving and distributing station.

Pearce-Young-Angel Co., Asheville, N. C., is planning to build a \$100,000 cold storage warehouse.

People's Bonded Warehouse, Rocky Mount, N. C., recently organized with a capital of \$100,000, has acquired a building which it will remodel and convert into a warehouse. D. J. Rose heads the company.

Pottstown Cold Storage & Warehouse Co., Pottstown, Pa., has plans for an \$85,000 two-story cold storage warehouse, 150 by 150 feet, near South and Water Streets.

Prudential Storage & Moving Co., Los Angeles, has removed to its new five-story fireproof warehouse at 1619 South Vermont Avenue. The company was formerly located at 941 Venice Boulevard.

Purity Ice & Cold Storage Co., Hollywood, Fla., is planning to rebuild that part of its cold storage warehouse which was damaged by the recent hurricane.

J. B. Reed Transfer & Storage Co., Minot, N. Dak., has preliminary plans for a \$30,000 two-story warehouse.

Rogers Cold Storage Co., Rogers, Ark., will proceed with the erection of a \$40,000 addition.

Sattenstein Motor Van Co., Pittsburgh, has leased property at 5431 Penn Avenue as a storage warehouse and headquarters.

Selmer Storage Co., Selmer, Tenn.,

has plans for a \$24,000 warehouse, 36 by 115 feet.

Shafer Fruit & Cold Storage, Gasport, N. Y., is building a cold storage warehouse which will double its present capacity.

South Brooklyn Storage & Warehouse Co., Brooklyn, is preparing plans for a \$125,000 three-story warehouse, 75 by 100 feet, at Fourth Avenue and Fortieth Street.

Southeast Missouri Compress Co., Caruthersville, Mo., has plans for rebuilding its warehouse recently wrecked by fire with a loss of about \$200,000.

Southern California Ice Co. has plans for a \$200,000 cold storage warehouse and ice plant at Third and I Streets, San Bernardino, to replace its present structure.

South Orange Storage Co., Inc., South Orange, N. J., has awarded a contract for an \$80,000 four-story warehouse, 50 by 100 feet, on Valley Street.

Springfield Ice & Refrigeration Co., Springfield, Mo., has plans for a \$50,000 two-story cold storage warehouse, 86 by 110 feet.

Standard Ice Co., Stuttgart, Ark., has acquired property on Main Street and plans a one-story and two-story warehouse and ice plant, 61 by 130 feet.

Texas Public Utilities Co., Dallas, has preliminary plans for an \$80,000 cold storage warehouse and ice plant in Martinsville, Tex.

Texas Warehouse Co., Inc., Fort Worth, has arranged for an increase in capital to \$25,000 from \$10,000.

Thompson Transfer Co., Iowa City, has purchased a site, 60 by 660 feet, adjoining its present warehouse and plans to put up a \$40,000 addition.

Union Compress & Warehouse Co., Greenwood, Miss., has plans for a \$30,000 warehouse.

Union Pacific Railroad Co., Omaha, has tentative plans for a \$220,000 central storage warehouse and terminal in Nampa, Idaho.

Wabash Railroad, Chicago, is building a \$50,000 warehouse and freight transfer station on Forty-seventh Street.

Washington Cooperative Egg & Poultry Association, Olympia, Wash., will soon erect a \$40,000 warehouse near Eighth and Union Streets.

Wilhelm Warehouse Co., Chicago, is spending about \$50,000 for the erection of fire walls and the installation of a sprinkler system at its automobile storage warehouse at 3901-3913 South State Street.

Turn Off the Tail Lights

Here's a fire-prevention tip—based on the recent experience of a warehouse company in California.

Someone left the acetylene tail light burning on a motor truck in the warehouse when the warehouse force knocked off work for the day. Several hours later a patron in a nearby restaurant saw a bright light in the warehouse window. The tail light apparently had exploded. Firemen extinguished the blaze in time to prevent the destruction of any of the household goods.

New Incorporations

Within the Industry

(Concluded from page 70)

N. Y. General storage warehouse. Capitalization, 150 shares of common stock, no par value. Incorporators, H. Abrams and S. Resnik.

Rayen Terminal Co., Columbus, Ohio. To develop warehousing in connection with the recently announced \$1,000,000 project of the Erie Railroad. Capital, 500 shares of stock, no par value. Incorporators, C. F. Smith, J. P. Huxley, D. J. Lynn, Norman A. Emery and T. L. Jackson.

Schwartz Bros. Storage & Van Co., Chicago, established in 1910. Capital, \$50,000. Incorporators, Henry F. Schwartz, president; William A. Schwartz, manager, and Charles G. Schwartz.

Symons Fireproof Storage Co., Chicago. Capital, \$100,000. Incorporators, Alfred C. Symons, Hans B. Hansen and Richard H. Symons.

New York Dock Income Higher

The net income of the New York Dock Co., New York, for the first nine months of 1926 was \$490,509, compared with \$478,061 for the corresponding period last year. Net revenues were \$1,318,091, while deductions for taxes, interest, etc., were \$827,582.

The net income for September was \$62,952, against \$41,662 during the same month in 1925.

New Autocar Truck

Type "A," a 1½-ton delivery chassis designed for maximum speed, durability and comfort, is the latest product of the Autocar Co., Ardmore, Pa. A feature of this job is the conventional method of mounting the engine under a hood in front of the driver.

New Stewart Model

Model 22, a six-cylinder 3½-ton to 4-ton capacity motor truck, is the latest addition to the line manufactured by the Stewart Motor Corp., Buffalo. The new job has a wheelbase of 165 inches and lists for \$4,200.

Catalog on Rolling Doors

The Cornell Iron Works, Inc., 71 Marion Street, Long Island City, N. Y., has issued a 32-page catalog on steel rolling shutters and doors, bearing the underwriters' label, of the kind used in warehouses, factories, garages, etc. Illustrations are of actual installations. A copy may be had by addressing the company.

A \$5,000,000 warehouse and cold storage plant is to be erected in the city of Quebec, Canada, according to official information received from Montreal by the United States Department of Commerce.

YEARS OF EXPERIENCE

Score In *Stanton-Built* Warehouses



The perfection of efficient warehouse planning, which really means the most space for least money, has been our constant aim in planning warehouses for such clients as Empire Warehouses, Inc., Joyce Bros., Dunn Bros., and others.

The Available Fireproof Storage Company Warehouse at Chicago—illustrated—is the latest of these to be completed.

Greater operating profits are built into the warehouses we design. May we discuss it with you? No charge for consultation.

FREDERICK STANTON

Architect

2026 STRAUS BLDG., CHICAGO

Distribution and Warehousing

is the

Connecting Link

between the

Shipper and the Warehouseman

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year.

Distribution and Warehousing

243 West 39th Street

New York

CHAS. H. MOORES,
President & General Mgr.



Registered Architect
Licensed Engineer

Your Interests Are Covered— Completely

There is not a detail of warehouse design and construction that is not covered by Moores & Dunford Service.

It is complete

Moores & Dunford Service incorporates the preparation in full of architectural and engineering plans—the supervision and construction of building—the installation of machinery—the devising and installation of accounting and recording systems—the service of Consulting Engineers on the design and installation of mechanical and electrical equipment—and in addition complete investigations and reports on warehouse and terminal property for banking and financial interests.

This organization, comprised as it is of chosen men—each a specialist in his particular branch of work—not only occupies the position of leadership in the field of warehouse design and construction, but offers every prospective warehouse builder the security of complete coverage of every warehouse building requirement down to the last detail.

Behind this security is the support of years of experience in which lies your greatest safety.

MOORES & DUNFORD, Inc.
Warehouse Engineers



110 East 42nd Street

New York City



C. H. KAHRIS,
Vice President and Chief Engineer of All Departments.
Registered Architect, Licensed Structural Engineer.



L. A. KIESEWETTER,
Structural Engineer in Charge of Structural Engineering Department.



J. J. SHEA,
Construction Engineer, Jr.
in Charge of Supervision Department.



B. J. COLVIN, M. E.,
Chief Engineer in Charge of Mechanical, Electrical and Cold Storage Design.



H. J. SCHWARZ,
Architect in Charge of Architectural Department.



J. EDWARD MACDERMOTT,
Secretary and Assistant Treasurer,
Certified Public Accountant, in Charge of Department Warehouse, Accounting and Installation of Systems.

The Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"ANDY" SAYS:

WHEN President Coolidge spoke before the American Association of Advertising Agencies in convention at Washington in October he laid stress on the educational value of advertising. To quote Mr. Coolidge in part:

"When we stop to consider the part which advertising plays in the modern life of production and trade we see that basically it is that of education. It makes new thoughts, new desires and new actions. By changing the attitude of the mind it changes the material condition of the people. It is the most potent influence in adopting and changing the habits and modes of life. Formerly it was an axiom that competition was the life of trade. Under the methods of the present day it would seem to be more appropriate to say that advertising is the life of trade."

I wish we could reprint the entire speech but the few excerpts above are enough to indicate the gist of the whole.

How well we know what great strides have been made by our own industry during the past twenty-five years, that are due either directly or indirectly to advertising.

Warehousing has virtually been born to American industry because of the necessities arising from modern ways of doing business. Distribution depots and places to store goods are the indirect result of modern merchandising and advertising.

And now we find these storage plants scattered all over the United States. No matter where we may move—no matter what the nature of the products we manufacture and distribute—there is a public storage plant at both ends of the line to serve us.

In all probability no magazine or book is compiled anywhere that more clearly reflects the size and the importance of this great industry than that which will be published next month—"THE 1927 ANNUAL WAREHOUSE DIRECTORY ISSUE OF DISTRIBUTION AND WAREHOUSING."

No one who even occasionally has need for knowing the vital information pertaining to this industry can well afford to be without it. All warehousemen should become a vital part of it by advertising in it.

NOW is a good time to think of that friend who should, but does not, subscribe for *Distribution and Warehousing*. Make him a Christmas gift of a yearly subscription—a gift that carries with it pleasant memories each month throughout the year.

If you will send us the names of those you would like thus to remember, we will advise them of your gift and send the bill to you.

"ANDY."

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

| | | |
|---------------|---|---------------|
| December | Illinois Association of Warehousemen | Chicago |
| January 10-14 | American Warehousemen's Association | Kansas City |
| January 10 | American Chain of Warehouses | Kansas City |
| January | Distribution Service, Inc. | Kansas City |
| January | National Distributors' Association | Kansas City |
| January 17-21 | National Furniture Warehousemen's Association | Biloxi, Miss. |
| January | New Jersey Furniture Warehousemen's Association | Newark |
| January | New York Furniture Warehousemen's Association | New York |
| February | Maryland Furniture Warehousemen's Association | Baltimore |
| February | Pennsylvania Furniture Warehousemen's Association | Philadelphia |
| June | Canadian Storage & Transfermen's Association | Winnipeg |

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

BIRMINGHAM, ALA.

BRADSHAW-PLOSSER CO., Inc.

Receiving and Warehousing of General Merchandise in carloads or less than carloads. Direct connection with all railroads.

Trucks and horse drawn equipment.

529 North 28th Street
ONE block from Terminal Station

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.

Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

HARRIS TRANSFER

AND

WAREHOUSE CO.

FIREPROOF and NON-FIREPROOF
WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

8 South Eighteenth Street

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. & W. A.

BIRMINGHAM, ALA.

Hess-Strickland Transfer & Storage Co.

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in
Addition to Wagon Equipment—Track Connections with All Railroads.

BIRMINGHAM, ALA.

**Wittichen Transfer & Warehouse Co.
Fireproof Warehouse**



Members
National Furniture
Warehousemen's
Assn.
Southern
Warehousemen's
Assn.
Ala. Warehouse
& Transfer
Assn.

POOL CAR DISTRIBUTORS—

Hauling, Packing Household Goods and
Merchandise.

Free switching from all Railroads.
Warehouse and Office on Southern
Railroad. 2329 First Avenue, No.

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

**DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

L. J. MOELLER, Pres.

STORAGE—FORWARDING—DISTRIBUTING

Warehouse on Western Railway of Alabama.

Bonded. Sprinkler System. Low Insurance.

ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

MOELLER TRANSFER & STORAGE CO.

210-220 Coosa St. P. O. Box 552.
PROMPT SERVICE SATISFACTION GUARANTEED

Members: } American Warehousemen's Association
Southern Warehousemen's Association

MONTGOMERY, ALA.

L. J. MOELLER, Pres.

Stanford Transfer and Warehouse Co., Inc.

Household Goods Exclusively

MOVING STORAGE PACKING and SHIPPING
3 Jefferson Street

PHOENIX, ARIZONA

ARIZONA STORAGE and DISTRIBUTING Co.

MERCHANDISE and HOUSEHOLD GOODS

POOL CAR DISTRIBUTION

Lowest Insurance Rates

Trucking Service

18 SOUTH CENTRAL

N.F.W.A.—A.W.A.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.

FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



The Men Who Distribute

American Radiators

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LITTLE ROCK, ARK.

Commercial Warehouse Co.

801-7 East Markham St.

"A COMPLETE SERVICE"

Modern Offices—Storage—Drayage & Distribution
Located in the heart of the wholesale and
shipping district

Fireproof Sprinklered Low Insurance

Private Railroad Siding

Quick Service

LITTLE ROCK, ARK.

J. M. Walker, Pres.

W. E. Lott, Sec'y.

OK

**STORAGE &
TRANSFER CO.**

Operating
WAREHOUSES
Memphis
New Orleans
Louisville
Little Rock

Member
N. F. W. A.
So. W. A.

FIREPROOF STORAGE

Household Goods Markham and Rector Streets

LITTLE ROCK, ARK.

Terminal Warehouse Co.
**Storage—Drayage—
Distribution**



85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All
Railroads

TEXARKANA, ARK.

DISTRIBUTION

TEXARKANA
1882
Complete Service
HUNTER
TRANSFER CO.
ARK-TEX.
STORAGE

The Men Who Distribute
**Keystone Wire & Steel
Products**

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

BERKELEY, CAL.

DRIVER
STORAGE CO.

Formerly

STUDENTS TRANSFER & STORAGE CO.

Distributors of Pool Cars
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

FRESNO, CAL.

Monterey at Van Ness Ave., Fresno, Cal.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.
Los Angeles, Cal.
Oakland, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

8421 Santa Monica Blvd.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Our New
Fireproof
Depository
Serves
Hollywood and
Beverly Hills

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.
1025 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

CITY
TRANSFER & STORAGE CO.

140 PACIFIC AVENUE Est. 1903 LONG BEACH, CALIFORNIA

**HOUSEHOLD GOODS and
MERCHANDISE**

Removals—Packing—Forwarding—Distributing
Warehouse Spur—Union Pacific—Southern Pacific
and Pacific Electric

MEMBERS: { California Warehouseman's Assn.
Pacific Coast Furniture Warehouseman's Assn.
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

LONG BEACH, CAL.

**Long Beach
Transfer & Warehouse Co.**

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's Asso-
ciation.

We send our check promptly on collection of your
charges.

Only Fireproof Warehouse in Long Beach
on a Private Siding

LOS ANGELES, CAL.

1335 So. Figueroa St., Los Angeles, Cal.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

LOS ANGELES, CAL.

We
STORE
MOVE
PACK
SHIP
Household
Goods

**Birch-
Smith**
FIREPROOF
STORAGE
COMPANY

BEN F. FERRIS mgr.
member
N.F.W.A.
P.C.F.W.A.

-Pool Car
Distributors
-Private
Spur Track
-Our Policy
Reciprocity

3625
So. Grand Ave. Phone
TR. 4191

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in

SOUTHERN CALIFORNIA and ARIZONA

and to

TRANS-PACIFIC PORTS

P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.

C. E. NICHOLSON

Res. Phone Un. 3366

CHICAGO VAN AND STORAGE CO.
WAREHOUSES

FIREPROOF and NON-FIREPROOF
LOS ANGELES, CAL.

Plano Moving—Baggage Delivered—Expert Packing and Shipping
At Reduced Rates

Office:
1701-9 South Hill St.

Westmore: 2251
2252

LOS ANGELES, CAL.

Located in the Center of Downtown
Business District

COLYEAR'S
VAN & STORAGE CO.

Curtis C. Colyear, Prop.

MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2
415 S. San Pedro St. Fireproof.

Warehouse No. 4
540 S. Alameda St. Sprinkler Equipped.

Member { American Warehousemen's Association
Nat'l Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

In the Heart of the Business District

Established 1895

DAVIES

**WAREHOUSE
COMPANY**

New Fireproof Building

Low Insurance Rate

COMPLETE SERVICE

Harbor Trucking Franchise, Deliveries Direct from Steamer
to Customer

SPACE AND OFFICES TO LEASE

Member of American Warehousemen's Association

LOS ANGELES, CAL.

Consign to Hollywood, center of Resi-
dential Los Angeles

Hollywood Storage Company, Inc.
Fireproof

Send for map showing why our location saves money on shipments to residential
Los Angeles and Beverly Hills.

Car Distribution We have Los Angeles Terminal Rates
Private Siding P. E. R. R.

1025 No. Highland Ave., Hollywood (Los Angeles) Calif.

LOS ANGELES, CAL.



Centralized Distribution
of

Household Goods and Merchandise

By consigning your shipments for Hollywood and
Beverly Hills as well as Los Angeles direct to us you
will save many arguments which mean dissatisfied
customers.

A Complete Service.

Los Angeles Warehouse Company
316 Commercial St. Los Angeles, California

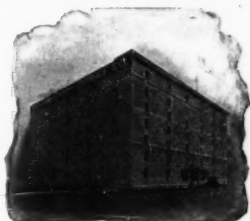
The Men Who Distribute
Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.

Consign to
LYON

Two modern Fireproof
Warehouses in residential
districts — private spur
tracks. Prompt service and
collections.



Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.



Modern
Distribution
of
Merchandise

Service
That Wins
Trade for
You

Pacific Coast Terminal
Warehouse
820 McGarry St.

Spur Tracks—Fireproof
Insurance Rate 17 Cents
Interurban Truck Station for
Store Door Delivery in So. California
Trappcars to Depots Daily
Inventories and Stock Transaction
Reports Forwarded Promptly.
Cartage Service—Prompt Deliveries
Office and Desk Space Rented
Chas. G. Munson, Vice-Pres. and Operator

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

PRUDENTIAL
STORAGE and MOVING CO.

OFFICE: 941 W. 16th ST.
THREE WAREHOUSES—PRIVATE R.R. SIDINGS
Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

Westland Advantages

COMPLETE Warehouse,
Storage and Distribu-
tion facilities.

Pool car distribution
immediately on arrival.

L. A. Junction Railway
service from all rail-
roads.

Westland Warehouses, Inc.

4814 Loma Vista Avenue
Central Manufacturing District
Los Angeles



LOS ANGELES, CAL.

The Most Up-to-Date Service for Los Angeles'
Most Exclusive Residential Section.

WILSHIRE FIREPROOF STORAGE CO.

116 So. Western Ave. Los Angeles

Complete Facilities for
Freight Forwarding and Distributing of
HOUSEHOLD POSSESSIONS

Members: National Furniture Warehousemen's Assn.
Pacific Coast Furniture Warehousemen's Assn.

OAKLAND, CAL.

22nd & San Pablo Sts., Oakland, Cal.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.
Los Angeles, Cal.
Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

OAKLAND, CAL.

HOWARD TERMINAL

Warehouses situated at Tide-water adjacent to Piers.
Economy and advantage afforded Jobbers and Merchants.
From Ship to Warehouse
or

From Warehouse to Ship without transportation charge.

First and Market Streets Oakland, California

LOS ANGELES, CAL.

STORAGE DISTRIBUTION CARTAGE

Modern Fire-Proof Warehouses—Free and Customs
Bonded at

Los Angeles and Port of Los Angeles

Insurance Rate as Low as 18c

Space Leased for Private Warehouse—Office or Desk Space
Provided—Cotton Warehouses and Compresses at
Port of Los Angeles.

Union Terminal Warehouse Company

Member of American Warehousemen's Association

Gerald FitzGerald, President 731 Terminal Street
I. E. Blohm, Vice-President Los Angeles, California
San Francisco Office...No. 9 Main Street

A Firm—long identified with Soap—

Half Profits placed to Advertising Dope.

The Question is: "Well, did they find it Pay?"

And Echo answers, "On the Top"—today!

"Pop."

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
5TH AND KIRKHAM STREETS, OAKLAND



AL T. GIBSON, Pres.
OAKLAND

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
37 DRUMM STREET, SAN FRANCISCO



AL T. GIBSON, Pres.
SAN FRANCISCO

SACRAMENTO, CAL.

Capital V. & S. Co. owned and operated by

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

1800 21st Street,
Sacramento, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Los Angeles, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.

SACRAMENTO, CAL.

C. L. and L. C. L. Shipments

for

Delivery and Distribution

Given Personal Supervision

ELECTRIC

TRANSFER AND STORAGE CO.

Three Warehouses—Private Siding
Main Office 914—8th Street

SAN DIEGO, CAL.



SHIP THROUGH
National Freight
Forwarding Co.

FOR ALL
POINTS IN
NEW YORK
NEW JERSEY
CONNECTICUT
HAWAII

For further information write
or wire our New York Office:
One Broadway

SAN FRANCISCO, CAL.

13th & Mission St., San Francisco, Cal.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Los Angeles, Cal.
Oakland, Cal.
Fresno, Cal.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Hollywood, Cal.
Sacramento, Cal.

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business.
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses

SAN FRANCISCO, CAL.



Storing and Dis-
tributing Mer-
chandise Our
Specialty

Let us handle your
San Francisco ship-
ments.

We supply the necessary services for the
handling of merchandise through a
modern warehouse.

San Francisco Warehouse Co.
625 Third Street



SAN FRANCISCO, CAL.

E. S. CIPRICO, Pres. & Gen. Mgr.
John Alpi, Supt.

UNION TRANSFER COMPANY
DRAYAGE — STORAGE — DISTRIBUTION

FREIGHT RECEIVED, SHIPPED and DELIVERED
POOL CAR DISTRIBUTION

Main Office, South End Ferry Building Phone Douglas 83

SAN FRANCISCO, CAL.

WALKUP
DRAYAGE & WAREHOUSE CO.
SAN FRANCISCO

The Most Modern Warehouse in San Francisco
And the lowest insurance rate in the City. Our customers frequently
save enough on their insurance to pay all their warehousing costs.
We operate 145,000 sq. ft. of floor space. Warehouses fully equipped,
spur track, etc. We operate sixty-two pieces of motor equipment
with capacity from one to twelve tons.

No matter where you are located we can give you the type of service
that saves money. Try "WALKUP" service.

MAIN OFFICE 175 Fremont St. WARD G. WALKUP
President & Gen. Manager
ESTABLISHED 1906.



DENVER, COLO.

A. H. AMICK

E. W. FITCHER



Amick Transfer & Storage Co.
1029 Santa Fe Drive, Denver, Colo.
FIREPROOF WAREHOUSE

Pool cars distributed.
Local and interurban truck
service.
Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every opportunity.
Open or private storage.

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.
221 BROADWAY

MODERN FIREPROOF WAREHOUSE
DENVER, COLORADO

Member { O. T. & S. A.
N. F. W. A.

Household Pool Car Distributors

DENVER, COLO.

F. C. Bartle, President

The Merchants Storage & Transfer Co., Inc

1556 Wazee St., Denver

Drayage, Storage and Distribution

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points at Reduced Rates

Distribution of Pool Cars Our Specialty

Correspondence Solicited

DENVER, COLO.

When Shipping Think



Moving and Storage Co. Inc.

Receivers and Distributors of Local and Car Load Lots. Operating Storage Warehouses for General Merchandise and Household Goods. We Solicit Pool Car Distribution. PRIVATE SIDING D. and R. G. W. Ry.; C. R. I. and P. Ry. Capable of Handling Eight Cars.

Free Switching from All Railroads Entering Denver.

PACKING MOVING SHIPPING

*Warehouse Located Within Half Mile
of Denver's Civic Center on
Main Arterial Highway*

SWIFT MOVING and STORAGE CO.
1440 West Colfax Ave. DENVER, COLO.

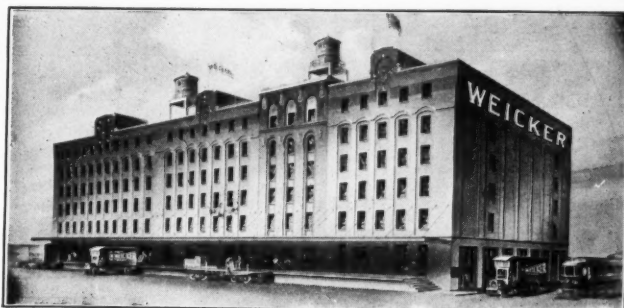
DENVER, COLO.

**When You Need
SERVICE
in Denver and
vicinity**

*we are the distribution and
warehousing specialists who
can serve you best.*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado



PUEBLO, COLO.

200 So. Santa Fe. Ave.,
Pueblo, Colo.

BURCH WAREHOUSE AND TRANSFER CO. INC.



BURCH FIREPROOF WAREHOUSE

For Merchandise and Furniture

This modern warehouse contains every facility for the quick and economical handling of furniture and household goods. If you are looking for safe storage, quick deliveries and careful handling send your Pueblo shipments to Burch.

Unusual railroad facilities insure dispatch and economy. Pool cars will be carefully taken care of. Our trucking service is second to none. Try Burch!

Insurance Rate 18c.

H. E. Burch, Gen'l Mgr.




PUEBLO, COLO.

POOL CAR DISTRIBUTION

for Southern and Western Colorado and New Mexico is best handled from Pueblo. Freight rates to all points are lowest from here.

Warehousing and forwarding in this district for forty years.

THE SAGE
Transfer & Storage Co.

GREELEY, COLO.

The Union Delivery Company
MOVING, STORAGE, PACKING and SHIPPING
of HOUSEHOLD GOODS
MERCHANDISE DISTRIBUTION, POOL CAR SHIPMENTS
R.R. siding U. P. and C. & S.
Members of THE COLORADO TRANSFER & WAREHOUSEMEN'S ASSOCIATION

GREENWICH, CONN.

HENRY G. DRINKWATER'S SONS, Inc.
Storage Warehouses
PACKING—CRATING—SHIPPING OF
HOUSEHOLD GOODS
Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Established 1850

Incorporated 1908

The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

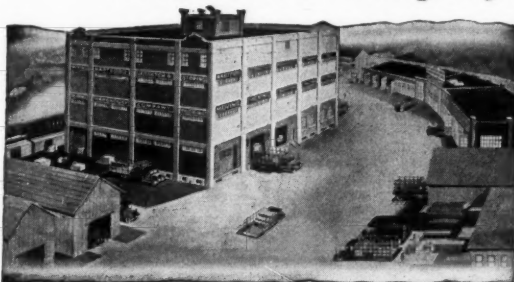
HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.
Safety Vaults for Silverware
GEORGE E. DEWEY & CO.
JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving
Packing, Crating and Shipping of Pianos, Furniture, China
Only Fireproof Storage Warehouse in Hartford
Members { National Furniture Warehousemen's Association
Connecticut Warehousemen's Association
Canadian Warehousemen's Association

HARTFORD, CONN.

**Hartford Despatch &
Warehouse Company**



FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

MEMBERS OF
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Connecticut Warehousemen's Association
American Warehousemen's Association
American Chain of Warehouses
Conn. Representatives: Big Four Transfer Co.

STAMFORD, CONN.

WILLIAM H. SCHAEFER, President

William H. Schaefer & Son, Inc.
New Fireproof Storage Warehouse
Stamford, Conn.

Storage, Shipping of Fine Household Goods
Serving Stamford and Northern Westchester County
Members Connecticut Warehousemen's Association

WATERBURY, CONN.

Waterbury Storage Company

John Moriarty, Inc., Prop.
Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

MEMBERS: N. F. W. A.
Connecticut Warehousemen's Ass'n

WASHINGTON, D. C.

JACOBS TRANSFER CO.

STORAGE WAREHOUSES

Office—111 Florida Ave., N. E.

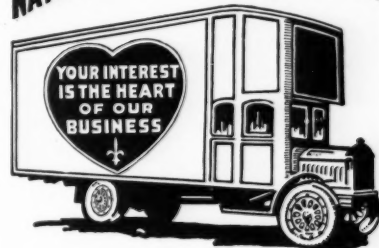
Household Goods—Storage, Packing, Shipping
Merchandise—Storage and Distribution
Pool Car Shipments. Heavy Hauling
References—any bank our city

WASHINGTON, D. C.

Specializing
in Household
Transportation
and
Fireproof
Storage
Packing
and
Shipping

Also
MERCHANDISE
and
HEAVY
HAULING

**NATIONAL TRANSFER & STORAGE CO.
INC.**



East Avenue and Leland St.
Washington, D. C.

NEW HAVEN, CONN.

THE SMEDLEY COMPANY

New Concrete and Steel Fireproof Warehouses
OFFICE: 165 BREWERY ST.

General Merchandise, Distribution and Household Goods, Storage
and Shipping

Long Distance Hauling and Equipment for all Heavy Duty
Moving—Machinery, Etc.

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GARDNER STORAGE CO.

18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE
Members: Conn. Warehousemen's Assn.
Nat. Furniture Warehousemen's Assn.

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Modern
Fireproof
Building

LONG
DISTANCE
MOVING

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STORING
SHIPPING



SMITH'S TRANSFER & STORAGE CO., INC.
1313 You Street, N. W.

SO. NORWALK, CONN.

HERSHFIELD

Motor Transportation Co.

Fireproof Storage Warehouse

Household Goods and General Merchandise—
Pool Car Distribution.

Daily express service between New York City and
Norwalk.

NORWALK
DARIEN
WESTPORT
SAUGATUCK

The Men Who Distribute

Rexall Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WASHINGTON, D. C.

Union Storage and Transfer Co.

820 TWENTIETH ST., N. W.

LOCAL AND LONG DISTANCE HAULING
PACKING—STORING—SHIPPING

Receive Prompt Attention.

Consignments of Pianos and Household Goods to Our Care Will

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UNITED STATES STORAGE CO.

418-420 Tenth Street, N. W.

MEMBERS:

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Warehousemen's Association
American Warehousemen's Assn.Efficient and Courteous
Service

Modern Fireproof Warehouse

We are prompt in all things.

Distributors of Pool Cars

JACKSONVILLE, FLA.

Delcher Bros. Storage Co.

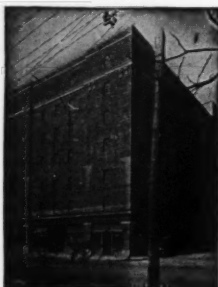
459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship
Household GoodsDistributing Pool-Car a
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles
for TouristsMember National Furniture
Warehousemen's Association

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**UNION TERMINAL
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low
Insurance Rate. Sub-Post Office and branch Western Union
Telegraph. Joint Railroad Agent. L.C.L. freight loaded
direct for line of road.GENERAL MERCHANDISE STORAGE
AND FORWARDING

Special attention to handling of pool cars.

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.
Private Trackage Motor Equipment
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ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)Cor. Jefferson and Railroad
100-112 West Amelia AvenueStorage and Distributing of General Merchandise,
Household Goods

Private Sidings, A.C.L.R.R.

Member National Furniture Warehousemen's Association
Sprinkler Protection Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinex Streets

TAMPA, FLA.

Lee Terminal Distribution Service

Complete—Dependable—Economical

Every Facility That Will Contribute to the
Prompt and Efficient Distribution of Your
Merchandise Has Been Provided

Reinforced Concrete Warehouse

Private Sidings Accessible to All Railroads

Florida Terminal of Bull Steamship Line

Consolidated Truck Line Freight Station

Lee Terminal & Warehouse Corporation
At TampaThe Economical Distributing Center for the West Coast
of Florida

TAMPA, FLA.

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TRANSFER & STORAGE CO.
FIREPROOF WAREHOUSE**

ATLANTA, GA.

J. M. Cherry, Pres.

Est. 1910

CHERRY TRANSFER & STORAGE CO., INC.

CANDLER WAREHOUSE

Concrete FIREPROOF STORAGE Sprinkled

Household Goods and Office Furniture

Lowest Insurance Rate in Atlanta Pvt. Sidings C. of Ga. & So. R.R.

ATLANTA, GA.

W. G. SPEIR, Pres.

EST. 1917

Fulton Transfer & Storage Co.MERCHANDISE STORAGE—TRANSFERRING
MFRS.' DISTRIBUTORS—POOL CAR DISTRIBUTION
3 Railroad Sidings

Sprinkler System

18 SO. BUTLER ST.

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NATIONAL BONDED WAREHOUSE

THOS. J. MONROE, Pres.

Capital \$150,000.00

Storage, Transfer and Distribution
ATLANTA'S LARGEST WAREHOUSE

GENERAL MERCHANDISE HOUSEHOLD GOODS
Private railroad siding connecting all railroads—warehouses sprinklered
and A. D. T. service—local and long distance trucking
Members N. F. W. A. and A. W. A.

ATLANTA, GA.



Storage and Distribution
Merchandise Only

Specializing in Pool Car Distribution

Member American Warehousemen's Association

Security Warehouse Co.
Atlanta, Ga.

ATLANTA, GA.

Vittur Transfer and Storage Co.

Moves, Stores, Packs Household Goods

Largest Vans in Atlanta

Office: 330-336 Edgewood Ave. Phone: WA1. 2581

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THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

The Men Who Distribute
Murphy Chairs

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MACON, GA.

CONSIGN MACON SHIPMENTS TO

WASHBURN WAREHOUSE CO.

Merchandise Pool Car Distribution Household Goods

Private Siding
Connecting all lines

201 POPLAR ST.

Members Southern Warehousemen's Assn.
J. N. WHITE, Warehouse Manager C. J. ACOSTA, Traffic Manager

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks
Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985 Savannah, Ga.

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When Shipping Goods to

HONOLULU

consign to us and the same will be given our best
attention. Modern Concrete Warehouses. Col-
lections promptly remitted. Correspondence
solicited.

CITY TRANSFER COMPANY

Cable Address:
LOVERINO, HONOLULU

BOISE, IDAHO

PEASLEY

TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

BLOOMINGTON, ILL.

STORAGE AND FORWARDING

The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five
truck lines. That means that no matter where your fac-
tory may be, you can ship to us by carload with the mini-
mum amount of switching, time and freight. It also means
that reshipments we make for you go by the most direct
route, in the shortest possible time, with the least amount
of handling or transferring. Practically every point in the
Middle West can be reached direct from our door by L. C. L.
shipment.

This is a big factor in successful pool-car distribution, and
one that should incline you in our favor as the distributors,
when you decide to take advantage of the many benefits of
that method.

JOHNSON TRANSFER CO.

Bloomington, Illinois

BLOOMINGTON, ILL.

Brunton's Transfer & Storage Co., Inc.

Est'd 1905

Inc. 1920

Moving, Packing, Shipping, Storing
Pool car distribution

Office: 415 N. Center St., Phone 813

CAIRO, ILL.

Glynn's
Transfer and Fireproof Storage WarehouseMOVING—PACKING—SHIPPING—STORING
DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.

The Only Storage Firm in the City Who Own Their
Fireproof Building

CHICAGO, ILL.

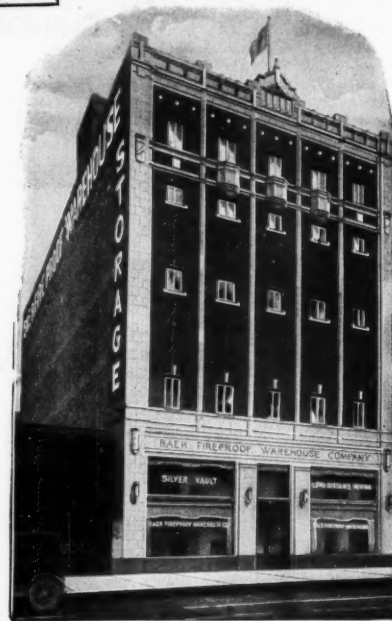
BEKINS

Household Shipping
CompanyReduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.



Established 1892

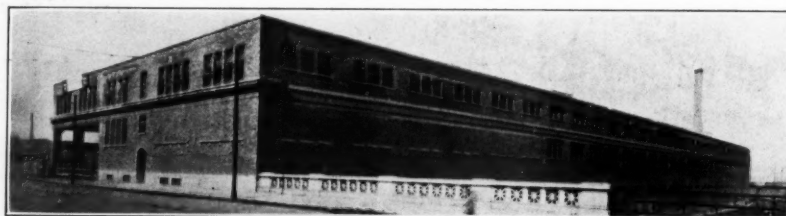
BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS
Of Furniture and Pianos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Ware-
housemen's Assoc.—Illinois F. W. Association—Furniture
and Piano Movers Assoc.
General Office—1927 Milwaukee Avenue, Chicago, Illinois

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DOWNTOWN
WAREHOUSEMost Centrally Located
2 Blocks from New Union StationCANAL &
HARRISON STS.Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: WOOLWORTH BLDG.

KANSAS CITY

SOUTH SIDE
WAREHOUSES

5801-5961

West 65th Street

Capacity 1200 Carloads

Insurance Rates
as Low as 12c

We Represent

Interstate Forwarding Co., Dallas; Kennicott-Patterson Whse. Corp., Denver; Security Whse. Co.,
Minneapolis; Metropolitan Whse. Co., Los Angeles

See Us on Your Storage Requirements at These Points

A Hint

From "Distribution and Warehousing" to not a few Good and True Old Friends in the Industry.



"Here, Sam! Find these addresses—
Take time and look them up,
I know that Business presses,
But Business *just must stop!*"



An Old Transfer & Storage Book
Appears upon the scene;
And Sam—he does his best to look
For what is *Gone*—I ween.



"Can't find 'em, Boss—I guess they've
moved—
But this Old Book's *No Good!*"
(A Truth which Circumstances proved
As well as Troubles could.)



The fact that *every day* some change
In Business must occur,
Should not be thought so awfully
strange,
The more so, after war.



Our "*Annual*" is never late—
You know it—"D. and W."
And if you have it up-to-date—
Addresses will not trouble you.

Pop.

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Are You a Judge of Warehouses? Come and Look at a Good One

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

Currier-Lee Warehouse Co.

427 W. Erie Street

Chicago, Illinois

Associated with Distribution Service, Inc.
Offices in New York, Chicago and San Francisco

CHICAGO, ILL.

ESTABLISHED 1892

EMPIRE WAREHOUSES, INC.

8 FIREPROOF WAREHOUSES 8
For
Household Goods
POOL CAR DISTRIBUTION

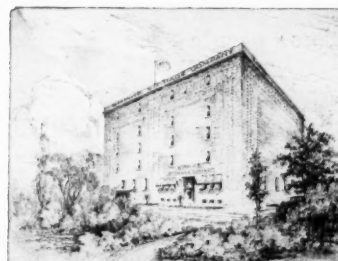
In the Heart of North and South Sides

Private Sidings on Chicago Junction and Illinois Central

For Efficient Service
Ship the EMPIRE Way

Warehouses

40th St. and Calumet Ave.
4717-16 Cottage Grove Ave.
5041-45 Lake Park Ave.
5147-53 Cottage Grove Ave.
1117-19 East 62nd St.
6154-56 Wentworth Ave.
6824-26 Stony Island Ave.
4015-17 Broadway



General Offices: 52nd St. and Cottage Grove Ave.

Member A-W-A, N-F-W-Assn., I-F-W-A

CHICAGO, ILL.

Globe Express and Van Co.

AUTOMOBILE STORAGE

4350-56 OGDEN AVE., CHICAGO

Cartage Contractors

Furniture and Piano Movers

CHICAGO, ILL.

Branch Office Service

Desk space completely equipped with fire-proof storage space and motor truck service available when wanted for manufacturers or manufacturers agents.

Particularly well located for the automobile or printing trade.

GOOLD STORAGE COMPANY

Est. 1875

2219-21 Cottage Grove Ave.
CHICAGO

CHICAGO, ILL.

HARDER'S

Fireproof Storage and Van Company

now operated by

EMPIRE WAREHOUSES, INC.

General Office—52nd and Cottage Grove Ave.
N-F-W-A I-F-W-A A-W-A

CHICAGO, ILL.

EMPIRE

Merchandise Warehouse

On Chicago Junction Ry.—connecting
with all Trunk Lines

Daily Trap Car Inside Trackage
Extensive Delivery Facilities

Centrally Located Office and Desk Space
for Tenants

Efficient Organization
and Equipment

40th St. and Calumet Ave.

Member American and Illinois Whsmn's Assn's

Some people need "3 fingers" of old Scotch,
And then three more—it wouldn't hurt them
much—

If only to light up their drowsy eyes,

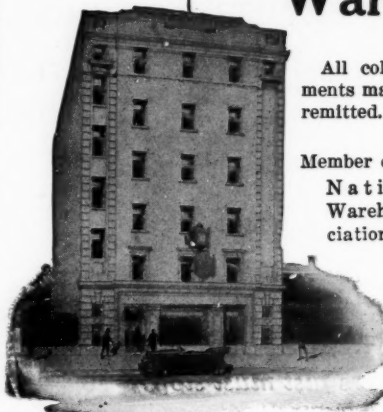
Bestir themselves and Start to advertise.

"Pop."

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage
Warehouses

All collections on shipments made to us promptly remitted.

Member of
National Furniture
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

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Englewood Office
5711 So. Halsted St.
Englewood 0700

Woodlawn Office
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JOYCE BROTHERS CO.

Moving and Storage

Expert Packing and Crating
Long Distance Hauling

Rogers Park Office
6428 No. Clark St.
Rogers Park 0033

Downtown Office
31 No. State Street
Phone Central 5800

CHICAGO, ILL.

General Merchandise Storage

Low insurance rates—Free Switching by all roads. Superior trucking
and delivery service by our Hundred Trucks.

EDWARD LASHAM CO.

1555 South State Street


Chicago

The Men Who Distribute

Quality Brands

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 437 AND ROBEY STS.
NO. 2 159 PLAND WESTERN AVE.
NO. 3 157 ST. AND WESTERN AVE.

No Cartage
or Trap Car
Delays
in Making
L. C. L.
Shipments.

CHICAGO, ILL.

Chicago Jos. Stockton Transfer Co.

1020 South Canal St., near Taylor St.

Teaming of Every Description—City Delivery Service and Carload Distributors

CHICAGO, ILL.

North Pier Terminal Company
589 East Illinois St. Telephone Superior 5606



Largest Terminal Warehouse in Chicago.
16,000,000 cu. ft. Genl. Stg. and Leasing On North Pier Slip.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

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WERNER TRANSFER CO.
Motor Van Service Fire Proof Storage
FURNITURE AND PIANO MOVING
PACKING SHIPPING EXPRESSING
CHICAGO'S LEADING MOVERS
4624-26 N. Clark Street Chicago, Ill.

CHICAGO, ILL.

**CHICAGO'S
BIG DOWNTOWN WAREHOUSE**



"At the Edge of the Loop"
Stocks Carried for Out-of-Town Manufacturers; Storage-in-Transit Privileges; Prompt Rail Shipments Anywhere Without Cartage Expense; Pool Cars Distributed; Office and Warehouse Space To Lease.
For Modern Warehousing Service as Adapted to Your Individual Distributing Requirements in the Midwest Market, Consult
WESTERN WAREHOUSING COMPANY
329 W. POLK ST., CHICAGO E. H. Hagel, Supt.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.
Merchandise Storage
Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.
Side track facilities with free switching from all railroads entering Chicago.
Modern Building—Low Insurance Rates
Use Our Service
Tunnel Service—Cut your cartage in half

CHICAGO, ILL.

Soo Terminal Warehouse
519 W. Roosevelt Road Chicago, Illinois
Merchandise Storage and Distribution
Pool Cars Efficiently Handled
We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.
"THE ECONOMICAL WAY"

DANVILLE, ILL.

Beeler Transfer & Storage
Merchandise Pool Car Distribution.
Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.
208-210 West Main St.

The Men who Distribute
"Jello"
Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.

Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.

Members National Furniture Warehousemen's Association.

Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

F. M. MERIDITH

Storage and Transfer Co.

320-350 E. Cerro Gordo

Decatur, Ill.

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Since 1892

HAMMAN BROS.

Transfer & Storage Co.

Decatur's pool car distributors. Spot stock deliveries. Merchandise and Household Goods Storage. Private siding and free switching to the ONLY FIREPROOF WAREHOUSE in the City. Truck and Team service.

Office:—WILLIAM ST. at BROADWAY.

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Elgin Storage & Transfer Co.

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H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage, Long Distance Hauling. Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 60-62 North Grove Ave.

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Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

PARKE WAREHOUSES

Decatur, Illinois

STORAGE AND DISTRIBUTION

EVANSTON, ILL.

Evanston Transfer Co.**MOVING - PACKING - SHIPPING**
LONG DISTANCE REMOVALS

Phone University 5112

716 MAIN STREET

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company
Joliet, Illinois**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West. Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago. No switching charges. Chicago freight rates apply.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

The Men Who Distribute

Moline Plows

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute

Indian Motorcycles

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PARIS, ILL.

30 Years of Constant Trying for a Better Service Has Made Ours
the Best

REED TRANSFER & STORAGE

STORAGE WAREHOUSE.
HOUSEHOLD FURNITURE AND PIANOS.
PACKING, CRATING AND SHIPPING.

315 N. Main Street Telephone 132 PARIS, ILLINOIS

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co.
Merchandise Warehousing and Distribution

Motor Truck Service

C. B. & Q. SIDING

FREE SWITCHING FROM ALL OTHER ROADS

ROCKFORD, ILL.

Carry Spot Stocks at Rockford—and at The Bartlett Warehouse

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse
Rockford, Illinois

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;

One word won't tell them what you are, you've got to keep on talking;

One inch won't make you tall, you've got to keep on growing;

One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, President of the
Massachusetts Warehousemen's Association.

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding
Wabash R. R., Free Switching from all railroads.
Merchandise and Pool Cars a specialty.
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

EVANSVILLE, IND.

CENTRAL WAREHOUSE COMPANY

Incorporated

Public Storage and Warehousing
Merchandise and Pool Car Distribution
Spot Stock Delivery

Private Siding—Southern Tracks—Free Switching from IC—L&N—LH
& St. L—Big 4—C&E1—when billed in our care.

Office, 105 Heidelberg Avenue Evansville, Indiana

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CLIFF H. BORGMANN

AUG. C. BORGMANN

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TRUCKING, MOVING AND GEN. TRANSFER
STORAGE, PACKING AND CRATING
DISTRIBUTING

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Stables, 333-335 S. Clinton

FORT WAYNE, IND.

Fort Wayne Storage Company

FORT WAYNE, INDIANA

General Merchandise
Storage and Forwarding

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.

"Fireproof" Buildings

STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

The Men Who Distribute

Congoleum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"*MERCHANDISE STORAGE
POOL CAR DISTRIBUTIONOrders enroute same day received. No trap car delays.
Operating our own truck equipment.

INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.
Indiana Licensed Class A Warehouse
221-25 W. South Street.Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the
Storage and Distribution of Merchandise.
Private R. R. Siding—Free Switching.
Over 21 Years Continuously Serving
Local and National Firms

INDIANAPOLIS, IND.

Indiana Refrigerating Company
240 So. Pennsylvania St. Telephone Main 0403Largest Cold Storage Plant in Indiana.
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

INDIANAPOLIS, IND.

Indiana Terminal Warehouse Company
Pennsylvania & Georgia Sts. Telephone Lincoln 7511Free Traction Trap Car Service Saves Cartage and Delay.
3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)The Men Who Distribute
United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.
Indianapolis, Ind.

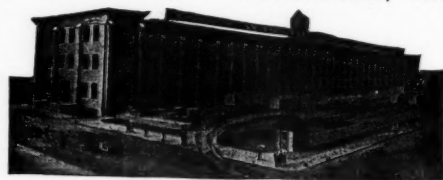
We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING
STORAGEMOVING
FORWARDING

Members of N. F. W. A.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.

Tripp Warehouse Company
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Centrally Located in Shipping District
Motor Truck Delivery No Trap Car Delays
"Service That Satisfies"

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C. R. Whistler Transfer & Storage Co.Fireproof Storage
Cor. First and Columbia Street Lafayette, Ind.Heavy Haulage our specialty.
General distribution and storage of merchandise.
Motor van for local and distance moving.
Storage for household goods and machinery.
Packing and shipping.
Private siding: C.C. & St. L. and Nickel Plate Lines.

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VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St. Marion, Indiana

Furniture Packing, Storing and Shipping

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

SOUTH BEND, IND.

WARNER WAREHOUSE CO.

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

TERRE HAUTE, IND.

Bauermeister Terminal Company

Private R.R. Track—Capacity 21 Cars connecting with all Lines

Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—
We do the rest. Members American Chain of Warehouses.

BURLINGTON, IOWA

Solicits your shipping
on the basis of

**SERVICE
PROMPTNESS
EFFICIENT HANDLING
EXCELLENT FACILITIES FOR
DISTRIBUTION IN EVERY PHASE**

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp

Low Insurance Rate

Pool Cars

Storage

Distribution

MERCER TRANSFER & STORAGE CO.
Burlington, Ia.



CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

DAVENPORT, IOWA

Where the
West Begins



Reliable for
20 Years
Saving-freight
The
Mississippi
Rate Break

Fireproof Warehouse, on Trackage—In the Business and Shipping
District of Davenport.
Reference—93 Nationally Known Firms Using Our Distributing
and Warehouse Service.
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

Tropical Paint

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

DES MOINES, IOWA

**SERVICE
FOR THE SHIPPER**

Our service and equipment enables us
to handle your shipments to the best advantage.

Warehouse located within a short haul
of local depots and wholesale and retail
districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your
customer quick service.

200 Package Cars leave Des Moines daily,
furnishing 24-hour service to surrounding
territory.



Member:
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Eastern Representatives:
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New York City
Western Representatives:
203 So. Dearborn Street
Chicago

**MERCHANTS
TRANSFER & STORAGE CO.**

Ninth and Mulberry Streets, Des Moines, Iowa
Members: AWA, NFWA.



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YOU REACH ALL OF IOWA
THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.
Write us for any information you may need for distribution in IOWA.

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Represented by Distribution Service, Inc.
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Marshalltown Fire Proof Storage Co.

Fire Proof Warehouse Motor Truck Service

Distributing and Warehousing all classes of merchandise, household goods and automobiles. Excellent railroad connections for pool cars and spot stocks.

OTTUMWA, IOWA

DAGGETT

TRANSFER AND STORAGE

Special Attention Given to Merchandise
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Sixth and Perry Sts., Sioux City, Iowa

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VAN & STORAGE CO.

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Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
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Storage Company

Household Goods packed, stored and shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise Warehouse.

1509-11-13-15 East Fourth St.
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

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Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

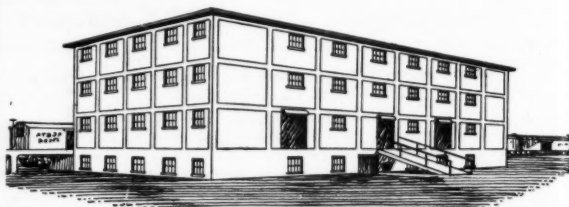
IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

HUTCHINSON, KANSAS

HUTCHINSON'S
Only Fireproof Warehouse

Doing a General Warehouse Business
Storing New Merchandise Only

Private Siding A. T. & S. F.

R.R. Free Switching from

A. V. I., C. R. I. & P. & Mo.

Pac. R.R.'s.

Motor Truck Equipment for

L. C. L. Shipments.

Hutchinson Bonded Warehouse

Cor. Cleveland and Second Sts.

Hutchinson

Kansas

OWNER—A. G. Barnett—MANAGER

KANSAS CITY, KANSAS

Inter-State Transfer and Storage Company

FIREPROOF WAREHOUSE

Packing, Moving, Storing and Shipping

738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3420

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

The Men Who Distribute

Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

TOPEKA, KANSAS.

O. H. White, Pres.

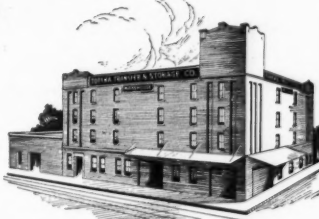
N. F. W. A. A. W. A.
E. F. Dean, Sec.

W. F. Atall, Treas.

**THE TOPEKA
Transfer &
Storage Co.,
Inc.**

Established 1880

**Three Houses for
Merchandise and
Household Goods**



Private switch connections with the A. T. & S. F., O. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

—Bonded—

Fireproof

143 North Rock Island Ave.

Private Siding. Direct Connection all Rail-
way Lines Entering City.

Centrally Located in the Jobbing District
and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.



WICHITA, KANSAS

A. F. JONES, Pres.

E. W. JONES, Vice-Pres.
J. H. BRUGH, Sec., Gen. Mgr.

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General Warehousing
Storage, forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend
at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas
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2114 Central St.

WICHITA, KANSAS

CASELL'S CLEAN WAREHOUSES

Fire Proof

Storage. Distribution. Thirty
years' experience. References
furnished. Investigate and ap-
ply for rates.

**THE CASSELL
TRANSFER & STORAGE CO.**

125-27 N. ROCK ISLAND AVENUE
WICHITA, KANSAS

WICHITA, KANSAS

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CRATING - STORING - PACKING - MOVING - SHIPPING
of HOUSEHOLD GOODS and GENERAL MERCHANDISE
POOL CARS DISTRIBUTED - FREE SWITCHING
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC., K.C.M.&O.
and MIDLAND VALLEY RAILROADS
LOCAL AND LONG DISTANCE HAULING

SOUTHWESTERN TRANSFER & STORAGE CO.



LEXINGTON, KY.

W. R. MILWARD

Furniture Storage

Packing and Shipping

159-161-163 North Broadway
LEXINGTON KENTUCKY
ESTABLISHED 1879

LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
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**THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.

DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

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Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, Presiden.

E. H. Bacon, Vice-President



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J. M. Walker, Pres. A. A. Botts, Sec'y.
Operating WAREHOUSES
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New Orleans
Louisville
Little Rock
Member
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Household Goods 801 W. Main Street

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SAFETY TRANSFER AND STORAGE CO., INC.
"Louisville's Leading Movers & Packers"
Clay and Main Streets
We Move, Pack, Store and Forward Household Goods
Member N. F. W. A.

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NEW ORLEANS

In the heart of the
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at New Orleans we have a distrib-
uting depot for package freight,
operated for the particular serv-
ice of the traffic manager by a
specialized organization that
will handle orders as
promptly and efficiently
as your own ship-
ping depart-
ment.

Central
Distributing
Warehouses

Modern
Storage
Warehouses

The most centrally located
warehouse in the city

**COMMERCIAL
WAREHOUSES**

OFFICE: 205 No. FRONT ST.

NEW ORLEANS, LA.

NEW ORLEANS, LA.
2ND PORT, U. S. A.
All cement warehouses, low insurance, low handling costs.
Located on Mississippi River.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHESE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.

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FIREPROOF STORAGE Household Goods 1901 St. Charles Avenue

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McLAUGHLIN WAREHOUSE CO.
Established 1875 Incorporated 1918
General Storage and Distributing

Rail and Water Con-
nection—Private Siding
Member
American Chain of Ware-
houses
American Warehouse-
men's Association
National Furniture Ware-
housemen's Association

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Atlantic Storage & Warehouse, Inc.
71-85 Kennebec St. PORTLAND, MAINE
Warehousing and Distribution Service

Household Goods General Merchandise
Moving—Storing—Packing Light and Heavy Hauling—
Shipping Storing—Forwarding
Special heated room for Pianos Pool car distribution
Separate locked rooms for Furniture

Modern fireproof warehouse—Reinforced concrete construction
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed
Warehouse Service for Foodstuffs and Non-Odoriferous
Commodities

PORTLAND, MAINE

Galt Block Warehouse Company
Portland, Maine
Storage, General Merchandise, House-
hold Goods and Automobiles
Private track, sprinkler equipped, low insur-
ance rate. Storage in Transit on Flour,
Cereals and Canned Goods.
Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President
BALTIMORE STORAGE CO.
1710-20 Edmondson Avenue Charles and 26th Sts.
Bruce St. and Summit Place
Member { N. Y. F. W. A. Operates 3 Warehouses.
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Established 1904
Central Warehouse Company, Inc.
517-525 W. Baltimore St.
Merchandise Storage & Distribution
Railroad Connections - - - Low Insurance
Motor Truck Service

BALTIMORE, MD.

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Est. 1896

**DAVIDSON TRANSFER
& STORAGE CO.**

"Baltimore's Leading Movers"
FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

**FIDELITY
STORAGE CO.**

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

Members Baltimore Furniture Warehousemen's Association,
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Merchandise—Storage

McCormick Warehouse Co., Inc.

McCormick Bldg. Rail Connections

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Established 1879

**MONUMENTAL STORAGE
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.
ABSOLUTELY FIREPROOF WAREHOUSE
FURNITURE STORAGE—PACKING—MOVING
CARPET CLEANING

Members N. F. W. A. and B. F. W. A.

BALTIMORE, MD.

Security Storage & Trust Company

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

Members of

Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association

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HAGERSTOWN STORAGE & TRANSFER CO.

GENERAL MERCHANDISE STORAGE
HOUSEHOLD GOODS STORAGE—PACKING AND
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate
Motor Truck Service

BALTIMORE, MD.



Flour Warehouse (and Principal Office)

Distribute your merchandise to your Eastern patrons
through Baltimore, Md., in car lots via Pennsylvania
Railroad.

1. Because of the differential freight rate of 3c per
100 pounds in favor of Baltimore from the West.

2. Because the Terminal Warehouse Company as
Agents of the Pennsylvania Railroad as well as ware-
housemen and distributors can render some valuable serv-
ices for you free of charge.

3. Because the Terminal Warehouse Co. representa-
tives will be so intent upon rendering you service that
they will, to all intents and purposes, act as your agents.

4. Because the four warehouses of the Terminal Ware-
house Company are all located on the tracks of the Penn-
sylvania Railroad and one also has a steamship pier in
the harbor.

5. Because any kind of merchandise can be economi-
cally received and distributed through the warehouses of

**The Terminal Warehouse Company
of
Baltimore City**

BOSTON, MASS.

**ATLANTIC STORAGE
& WAREHOUSE CO.**

50 Midway Street, Boston

**BONDED and FREE STORAGE
of GENERAL MERCHANDISE**

Located in the center of the wholesale district in
Boston and in the center of railroad terminals.

Direct R.R. connection N. Y., N. H. & H. R.R.

BOSTON, MASS.

**Dorchester Fireproof
Storage Warehouse**

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our
particular attention

MEMBER N. F. W. A.

690 Dudley St.

Boston

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

HOME, OFFICE and
LONG DISTANCE MOVING

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

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| 46 Bromfield St. | Main Office | Boston |
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| 76 Broadway | Packing Department: | South Boston |

BOSTON, MASS.

FORT HILL STORAGE WAREHOUSE

415-429 Atlantic Ave.

825 Summer St.

Located in Center of Business Section

GENERAL STORAGE SPACE

AUTOMOBILES

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

ESTABLISHED 1845

POOL CAR DISTRIBUTION

LeBaron R. Yetten

232 State St.

BOSTON, MASS.

Est. 1894

Inc. 1905

J. L. KELSO COMPANY

General Storage Warehouses

1-7 Union Wharf

Boston, Mass.

CENTRALLY LOCATED

About equal distance to Steamship and Railroad Lines. Connecting all Railroads via Union Freight R. R. Co. No switching charge on cars consigned in our care. Goods received and delivered from both sides of warehouse.

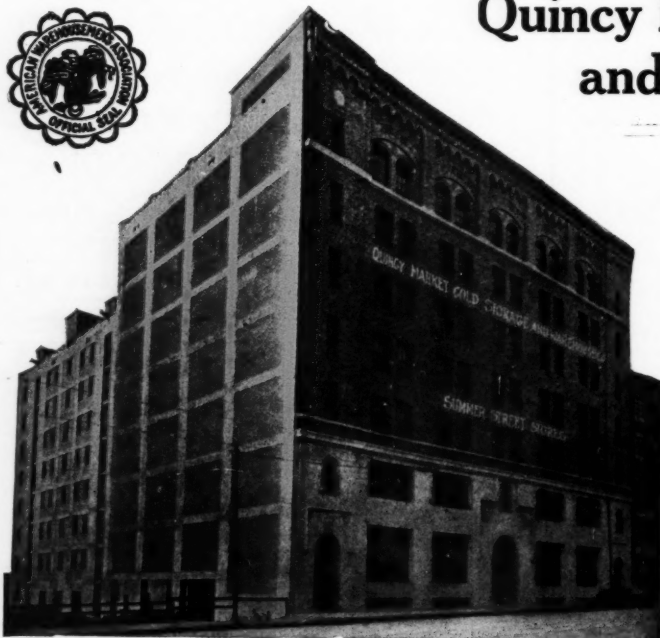


Our policy: To please our customers and render prompt, efficient and personal service.

Member of

Mass. Warehousemen's Ass'n
American Warehousemen's Ass'n

BOSTON, MASS.

Quincy Market Cold Storage
and Warehouse Co.STORAGE FOR FREE
AND BONDED
MERCHANDISE

Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft. Fireproof Construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

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Summer Street Stores, 2,000,000 cu. ft. Fireproof Construction—Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

General Storage Department

Main Office:

178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

New Haven Terminal Stores

Northern Avenue Stores &
Dock Corporation

308-316 Congress Street, Boston, Mass.

Direct Track Connection
New York, New Haven & Hartford Railroad



Free and Bonded Storage of Wool
and General Merchandise

Pool Car Distribution—Prompt Service

Let us submit rates.

WILLIAM B. HARPER

Manager

SALEM, MASS.

SALEM STORAGE WAREHOUSE CO.

Household Furniture
Distribution of General Merchandise
Private Siding

295 BRIDGE STREET

BOSTON, MASS.

Tremont Storage Warehouse, Inc.

439-441 Tremont St.

Storage of Household Goods
and
General Merchandise

750,000 cu. ft.—3 large elevators

Admirably Situated in the
Center of Boston

LICENSED

BONDED

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WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

STORAGE

B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BRIGHTON, MASS.



Office: 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments Motor Truck Service

Direct Track Connection with the Boston & Albany R. R.

Centrally Located and giving High Grade Service

GLOUCESTER, MASS.

ROCKPORT, MASS.

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BEVERLY, MASS.

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BURKE'S EXPRESS

Storage Warehouse

Household Goods Storage Packing,
Shipping.
Pool Car Distribution of Merchandise,
Long Distance Trucking.
Send us your Cape Ann Shipments.

NORTHAMPTON, MASS.

GLEASON BROTHERS
Moving—Storing—Packing—Shipping
P. P. Gleason
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Long distance transfer by auto truck
Building Movers—Crushed Stone, Cement and Mortar Sand
Storage Warehouse—N. Y., N. H. & H. R. R.
Office 7 Pearl St.—Tel. 413-W
Member National Furniture Warehousemen's Assn.
Northampton Baggage Transfer
Boston & Maine R. R.—N. Y., N. H. & H. R. R.
Tel. 153

SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS
STORAGE WAREHOUSE**

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St.

N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise

Carload and Pool Lots a Specialty

NEW BUILDING

B. & M. R.R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

WORCESTER, MASS.

BOWLER

Storage and Sales Company

81 Lafayette Street

WORCESTER, MASSACHUSETTS

Logical point of distribution for New England

Our service assures quick deliveries, accurate records, personal interest in every transaction and bigger business in the territory we serve.

Members of American Chain of Warehouses,
American Warehousemen's Association.

WORCESTER, MASS.

**NORTHEASTERN
STORAGE & DISTRIBUTING CO.**

Storage and Distribution
of General Merchandise

Pool Car Distribution

Railroad Facilities

WORCESTER, MASS.

School Street Storage Warehouse Co.

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods
General Merchandise Distribution; Pool Car Shipment

MEMBERS A. W. A. AND N. F. W. A.

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FRED G. WIDDIS
TRANSFER & STORAGE CO.
 STORAGE—PACKING—SHIPPING—LONG DISTANCE
 HAULING
 Established Nov. 19th, 1890
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GENERAL CARTAGE
 Transfer of Baggage
 Motor Trucking



MOVING
 Local and Long Distance
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Warehouse: 213 Griswold Street
 Canadian License

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 Daily Truck Service Between Detroit and Toledo
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 and Western Coast
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COE
TERMINAL
WAREHOUSE

Fort Street West
 and Tenth



— Will help make Detroit your market

On the main line
 of the
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Pool car distribution.
 Large fleet of delivery trucks.
 General Merchandise Storage.
 Modern Offices—Display Rooms.

Eleven blocks from City Hall

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Detroit Railway & Harbor Terminals Company
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Combining All Facilities for Water and Railway
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7,000,000 cu. ft. Genl. Stg. 2,000,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.
 (See our advertisement on front inside cover page.)

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Moving Engineers

Moving Packing Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

DETROIT, MICH.

Your Customers Know
EDGAR'S SUGAR HOUSE
 9 Merchandise Warehouses in Detroit

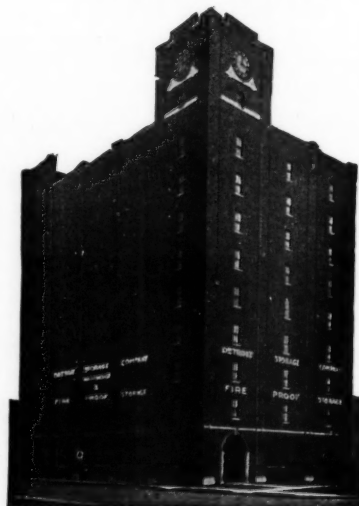
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|--|---|
| No. 1. Lafayette Ave., Cor. 12th St., M. C. & C. P. R. R. | No. 7 Division and Dequindre, on G. T. R. R. |
| No. 2. Alfred and Dequindre Sts., G. T. R. R. | No. 8 Foot of 8th St., River, M. C. and C. P. R. R. |
| No. 3. Howard and 12th Sts., M. C. and C. P. R. R. | No. 9 Junction Ave., Penn. Ry., Wa- bash & P. M. R. R. |
| No. 4. Clay and Dequindre Sts., M. C. G. T. and C. P. R. R. | No. 10 Lauderdale Ave. Junction to Campbell, P. M. Wabash & Union Belt. |
| No. 5. Campbell Ave. and Union Belt Ry., Wabash and P. M. R. R. | |

In addition to unequalled service, they offer you reduced insurance
 because of their fireproof construction. Negotiable warehouse receipts
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DETROIT, MICH.

Detroit Storage Co.

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
 Corner East Grand Boulevard and Beaubien St.,
 DETROIT, MICH.

Member National Warehousemen's Ass'n.

DETROIT, MICH.

MERCHANTS WAREHOUSE CO.

Storing, Distributing, Forwarding

5620 Federal Ave.

Detroit, Mich.

DETROIT, MICH.

METROPOLITAN MOVING CO.

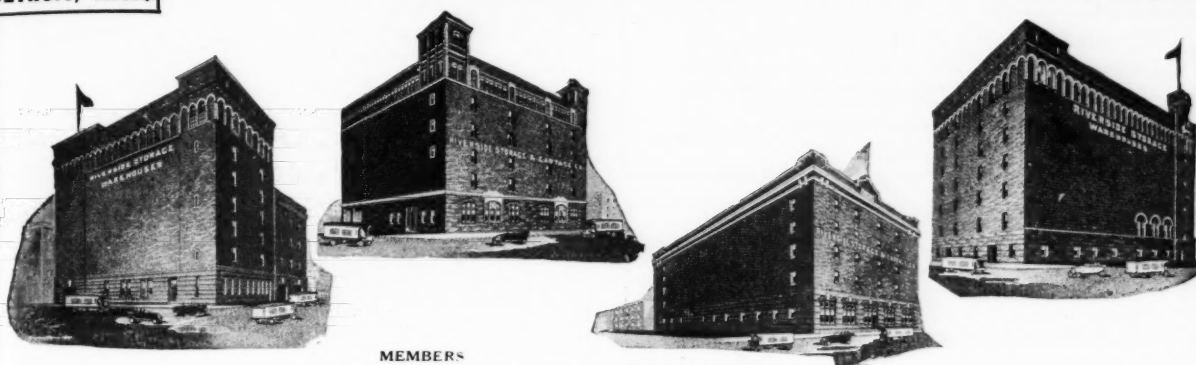
Moving, Storage, Packing, Shipping
 WE MOVE BY VAN WITHIN 1000 MILES
 EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

DETROIT, MICH.



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STORAGE—REMOVALS—PACKING—SHIPPING

"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.

Michigan Terminal Warehouse Company
Brandt Avenue and Wyoming Road. Telephone Walnut 6010



Detroit's Industrial Warehouse.

3,000,000 cu. ft. Genl. Stg. 14 Acres for Industrial Development.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

GRAND RAPIDS, MICH.

Largest Commercial Warehouse in Western Michigan

Located within four blocks of
all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO.
GRAND RAPIDS, MICH.

DETROIT MICH.

MARVIN SPRAGUE STORAGE

12620-24 Hamilton Ave.

Moving, Packing, Shipping and Storage of Household Goods
Pool Car Distribution of H.H.G.

DETROIT, MICH.

Wolverine Storage Company, Inc.
11850 E. Jefferson Ave.

STORAGE and MOVING
PACKING and SHIPPING
Members N. F. W. A.

GRAND RAPIDS, MICH.

The Largest and Most Modern Furniture Warehouse in Western Michigan

When you want the benefits of low insurance rates, efficient handling and advantageous location, send your Grand Rapids shipments to us. We know how to please you.

Grand Rapids Storage & Van Co.
Lake Drive and Robinson Road GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Wealthy Street and Charles Avenue, Grand Rapids, Mich.
Fireproof and Non-Fireproof Warehouses
100,000 Square Feet
Storage—Moving—Packing—Shipping
M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—O. L. P. RR.—Mich.
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E. R. McCoy, Gen. Mgr.

Kent Storage Company

General Merchandise Cold Storage

Storage—Reforwarding—
Distributing

Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.

**Spot Stocks with Richards**

Then you know that your requirements are properly taken care of in the Michigan territory.

There are 12 RICHARDS Warehouses in Grand Rapids alone, completely equipped and carefully classified for the storage of practically every known commodity.

RICHARDS STORAGE CORP.

Michigan, Ottawa and Ionia Aves.
Grand Rapids Mich.
Branches at Muskegon and Kalamazoo

GRAND RAPIDS, MICH.

Western Michigan Transfer & Storage Co.

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN
Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse
301-311 EAST WATER ST. KALAMAZOO, MICH.

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS

MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

SAULT STE. MARIE, MICH.

Booth Bros. Transfer & Storage

Local and Long Distance Hauling
Storage of Household Goods and Merchandise
Office, 621 Bingham Ave., on Terminal Track
Sault Ste. Marie, Mich.

DULUTH, MINN.

Established 1892

Thirty-Two Years of Experience

DULUTH VAN & STORAGE CO.

18 Fourth Avenue, West

Modern Storage Facilities for

Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,
106 LAKE AVE., SOUTH
STORAGE AND TRANSFER
OF HOUSEHOLD GOODS
AND MERCHANDISE
POOL CAR DISTRIBUTORS
Located on Terminal Tracks No Switching Charge

DULUTH, MINN.



The Great McDougall Terminal
at Duluth

Assurance and Insurance

All doubts as to the manner in which their stocks are being handled and the promptness with which orders are being filled are removed when national distributors place a "spot stock" in the McDougall Terminal. They are ASSURED that their trade in the Northwest will be well served.

Experienced warehouse help INSURES these distributors against any unnecessary loss from damage or mix-ups. They feel safe and secure when their stock for the Northwest is kept in the

McDougall Terminal Warehouse Co.
Duluth

MINNEAPOLIS, MINN.

When you think of Minneapolis, think of
BOYD

THE
REASON
WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.
Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.
Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.
Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.
Net Resources over \$475,000.00.
Thirty-five Years' Experience.

The Boyd Transfer & Storage Co.
"Specializing in the Care of Household Goods"

MINNEAPOLIS, MINN.

Operating a modern, fireproof conveniently located warehouse and fleet of motor vans for the moving, packing, shipping and storing of household goods.

Your shipments to us will receive special personal attention and any claims will be adjusted. You may expect prompt remittance.

LA BELLE SAFETY STORAGE CO.
708 Central Ave., Minneapolis, Minn.
GEO. LA BELLE, Pres.
Formerly V. P. Skellet Co.
GEO. RAY TURNER, Secy.
Formerly Secy., Cameron Co.

MINNEAPOLIS, MINN.

Cameron
TRANSFER & STORAGE CO.
734-758 Fourth Street North
Distributing and Warehousing Merchandise
and Household Goods
Conveniently located in business district.
Trackage on C. B. & Q. and G. N. Rys.
Motor Truck and Team Service
Local and Long Distance Hauling

MINNEAPOLIS, MINN.

Kedney Warehouse Company
Incorporated
Fireproof Houses

Merchandise Storage with office and display space,
617 Washington Ave., No.—G. N. & Burlington.
Household Goods Storage, Moving and Packing,
8-10-12 Hennepin Ave. on C. G. W. Tracks.

MEMBERS

A. W. A. N. F. W. A. Minn. W. A.

MINNEAPOLIS, MINN.



Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

Main Office
201 South Fifth Street Minneapolis, Minn.
We operate Ballard Company in St. Paul

MINNEAPOLIS, MINN.

MURPHY

Transfer & Storage Co.
900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

ST. PAUL, MINN.

St. Paul Minn.

BALLARD
FIREPROOF STORAGE & TRANSFER CO.

*Distributors and Handlers of
HOUSEHOLD GOODS*

ST. PAUL, MINN.



CENTRAL
WAREHOUSE COMPANY

MERCHANDISE STORAGE and DISTRIBUTION

Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest
At the Junction of Nine Railroads
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries
Your Patrons in the Northwest

Desire Quick Service

Let Us Help You Give It to Them
MERCHANDISE BONDED and COLD STORAGE
INDUSTRIAL SITES

Shipping Station
Minnesota
Transfer,
Minn.



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A. W. A., C. W. C.,
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Represented by—
DISTRIBUTION SERVICE, INC.
100 BROAD ST. 427 W. ERIE ST. 625 THIRD ST.
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*An Association of Good Warehouses
Located at Strategic Distribution Centers*

ST. PAUL, MINN.

KEDNEY WAREHOUSE COMPANY
(INC.)

FIREPROOF STORAGE
Merchandise and Household Goods
Great Northern and Burlington Trackage

ST. PAUL, MINN.

ST. PAUL TERMINAL
WAREHOUSE COMPANY

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

**Merchandise Storage and
Distribution**

ST. PAUL



JACKSON, MISS.

RICKS
Storage & Distributing Company
BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
Motor Truck Service

Members: American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

VICKSBURG, MISS.

Z. B. SCHWARZ
STORAGE & DISTRIBUTING CO.
VICKSBURG, MISSISSIPPI

MODERN, FIREPROOF WAREHOUSE
SPRINKLER SYSTEM
LOWEST INSURANCE RATES
POOL CAR DISTRIBUTION A SPECIALTY

We are equipped to store and distribute GENERAL MERCHANDISE of any description, HOUSEHOLD GOODS, AUTOMOBILES, ETC.

Private Sidings, Federal Barge Line, Y. & M. V. R. R.,
A. & V. and V. S. & P. R. R.

OUR MOTTO: PROMPT AND EFFICIENT SERVICE

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.

HIGH GRADE STORAGE ACCOMMODATIONS
Office, 331 Wabasha Street, Corner Fourth St.
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Members
N. F. W. A., M. W. A., Can. W. H. A.
Chamber Commerce, United States

A-B-C Fireproof Warehouse Co.
Four Fireproof Warehouses

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer. Your interests are always safeguarded.

A-B-C and Kansas City are synonymous
Think of either and you think
of the other

KANSAS CITY, MO.

Adams Transfer & Storage Co.

228-236 West 4th Street, Kansas City, Mo.

RESPONSIBLE RELIABLE REASONABLE

Located in the Heart of the Wholesale District

Merchandise Storage Low Insurance Rates

Pool Car Distribution, Freight Forwarders and
Distributors, City Delivery Service Covering
City Twice Daily

Members: National Chamber of Commerce—Kansas City Chamber of Commerce—American Warehousemen's Association
Trade Club of Kansas City—American Chain of Warehouses.

KANSAS CITY, MO.

CROOKS TERMINAL WAREHOUSES

*"Kansas City's Finest Warehouses
With Lowest Insurance Rates"*

**GENERAL MERCHANDISE STORAGE
AND POOL CAR DISTRIBUTION
LOFTS AND OFFICES TO RENT**

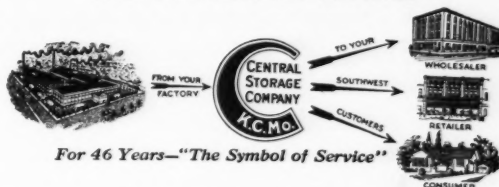
Operating {
BROKER'S WAREHOUSE
1100-1108 Union Ave.
SECURITY WAREHOUSE
1405-1413 St. Louis Ave.

KANSAS CITY, MO.

Offices at Chicago and New York

KANSAS CITY, MO.

YOUR CUSTOMER WANTS HIS GOODS NOW
SHIPMENTS THRU US LEAVE KANSAS CITY THE
SAME DAY ORDER IS RECEIVED



MOST CENTRAL LOCATION—18 CAR TRACK SET
POOL CAR AND MERCHANDISE DISTRIBUTION

1422 St. Louis Ave.

CENTRAL INDUSTRIAL DISTRICT
OVER-NIGHT SHIPPING SERVICE

KANSAS CITY, MO.

Consign to our Bonded Fireproof Warehouse

HITE BROTHERS

STORAGE AND TRANSFER COMPANY

31st and Highland, The heart of the residential district
RECEIVING, PACKING, SHIPPING
AND
STORING, MOVING, DISTRIBUTION
OF HOUSEHOLD GOODS AND MERCHANDISE

KANSAS CITY, MO.

Every facility for
the distribution of
pool car mer-
chandise, insuring
a service only
comparable with
the best to be had.

1900 Central St.
Kansas City Missouri

L. J. KISSICK
President

J. H. KISSICK
Vice-President



KANSAS CITY, MO.

"NO DRAYAGE"

Ship Your Pool Cars to Us and Save 25 to 50
Per Cent

No drayage charges on shipments moving beyond Kansas City. All cars handled in our house, thus eliminating damage by exposure to weather incident to handling at open air docks owned by railroad companies. The only charge to the shipper is a nominal fee for handling and checking car, unless shipper assumes cost of cartage on local deliveries from car. Fireproof warehouse—reinforced concrete. 120,000 sq. feet available. Automatic Conveyor System. Free Switching, usual absorptions. Transit Rates and Privileges. Negotiable receipts issued. Universal Trap Car to all steam roads, eliminating drayage on "out of town" shipments. Real Service.

Write for rates on "Pool Cars" or Merchandise Storage.

RADIAL WAREHOUSE COMPANY

General Office: Radial Bldg., Charlotte and Armour Road
NORTH KANSAS CITY, MISSOURI

The Men Who Distribute

Climalene

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

ST. LOUIS, MO.

ARROW

Fireproof Storage & Moving Co., Inc.
4116 N. UNION BLVD.

CONCRETE CONSTRUCTION
FIREPROOF WAREHOUSE
FOR FURNITURE

Merchandise Storage and Distribution
Bonded Warehouse On Terminal Switch For Car Lots
ST. LOUIS, MO.

ST. LOUIS, MO.

—in St. Louis

Operating—

Langan & Taylor
Storage and Moving Co.

R. U. Leonori
Auction and Storage Co.

New York
Storage Company

J. Brown
Storage Company

American
Storage and Moving Co.

FIVE great household storage and moving companies are owned and operated by this single organization—centering strength and facilities and bettering service.

**General
Warehousing
Company**

Delmar at Euclid
Saint Louis

ST. LOUIS, MO.

Avoid the Details of Shipping—Concentrate on Sales
Storage—Pool Car Distribution—Cartage
Office Space and Rental
Track Connection All Railroads

MEMBERS:

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M. W. A.

D. S. I.

ST. LOUIS CHAMBER COMMERCE

S. N. LONG WAREHOUSE
Ninth and Gratiot Sts. St. Louis, Mo.

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.

Pennsylvania Terminal Warehouse Co.
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

HASTINGS, NEBR.

Borley Storage & Transfer Co., Inc.
Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

OMAHA, NEBR.

16TH & LEAVENWORTH, OMAHA, NEBR.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Sioux City, Iowa.
Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Vancouver, B. C.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

ST. LOUIS, MO.

BEN A. LANGAN
FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

**Pluck and Business
Enterprise
All in One Word
“Advertise”**

A Hint

From "Distribution and Warehousing" to not a few Good and True Old Friends in the Industry.



"Here, Sam! Find these addresses—
Take time and look them up,
I know that Business presses,
But Business *just must stop!*"



An Old Transfer & Storage Book
Appears upon the scene;
And Sam—he does his best to look
For what is *Gone*—I ween.



"Can't find 'em, Boss—I guess they've
moved—
But this Old Book's *No Good!*"
(A Truth which Circumstances proved
As well as Troubles could.)



The fact that *every day* some change
In Business must occur,
Should not be thought so awfully
strange,
The more so, after war.

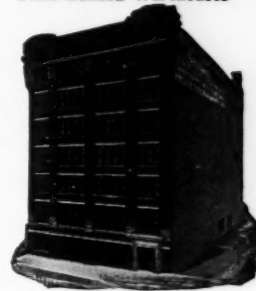


Our "*Annual*" is never late—
You know it—"D. and W."
And if you have it up-to-date—
Addresses will not trouble you.

Pop.

OMAHA, NEB. & COUNCIL BLUFFS, IOWA

State Bonded Warehouses



813 Douglas St.

Complete equipment,
manned by capable, ex-
perienced crews, cap-
tained by seasoned ware-
housemen, are at your
service here. Whatever
you expect of a ware-
house you may expect of
Ford, and find it done in
the best manner possible.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks
Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse
Moving Packing Shipping



700 So. Main St.

Omaha, Nebr.

813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

OMAHA, NEBR.

GORDON

Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic
sprinkler systems.

Accommodations for brokers, jobbers, automobile manu-
facturers, etc.

Household Goods Packed, Stored and
Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.



ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

OMAHA, NEBR.

**OMAHA'S LARGEST
MERCHANDISE WAREHOUSE**

offers to the Storing Public the IDEAL warehouse and distributing service in the middle west.

We have the location, facilities and equipment to properly handle your products; add to these personal attention and your warehouse problem is solved.

The Omaha Storer

MERCANTILE
Storage & Warehouse Company
OMAHA

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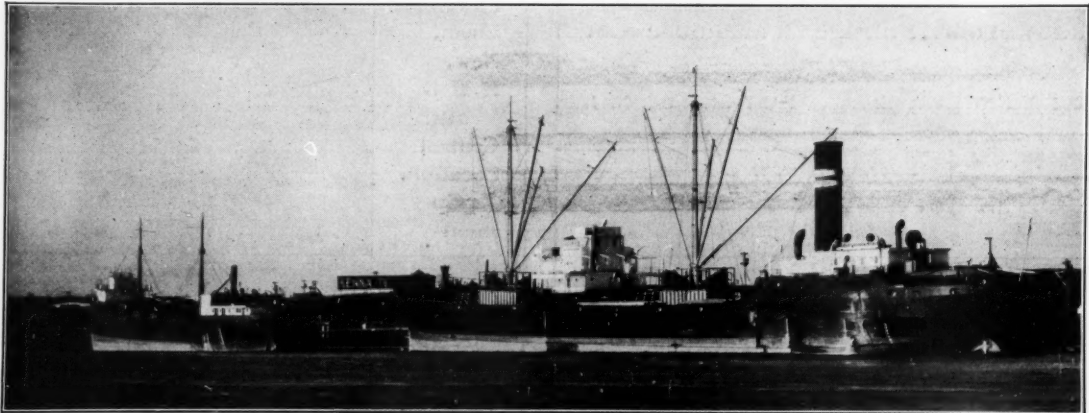
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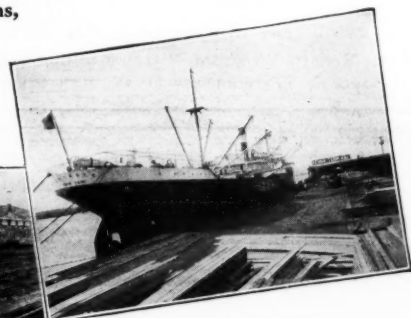
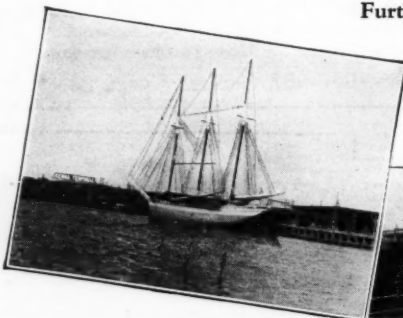
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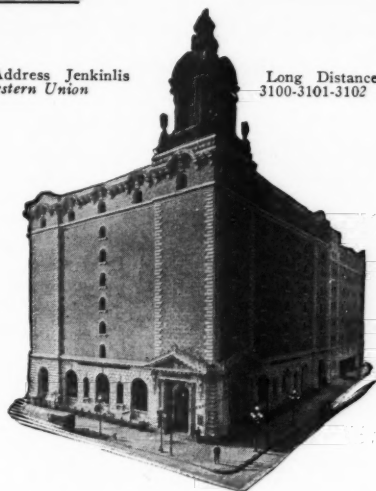
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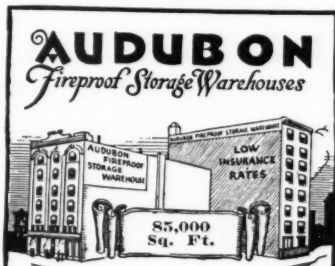
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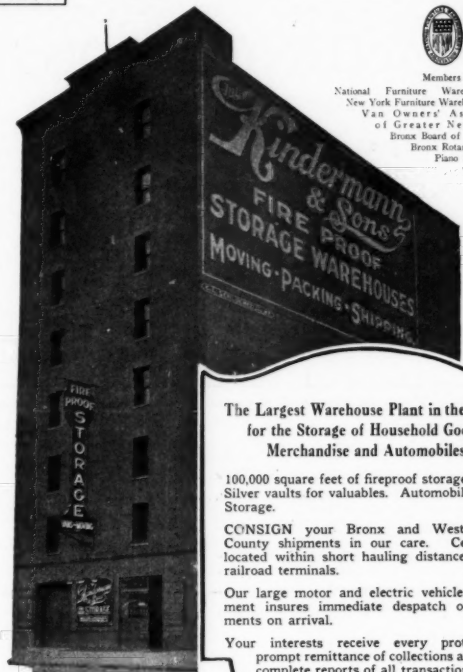
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County shipments in our care. Centrally
located within short hauling distance of all
railroad terminals.

Our large motor and electric vehicle equip-
ment insures immediate despatch of ship-
ments on arrival.

Your interests receive every protection:
prompt remittance of collections and
complete reports of all transactions.



Main Warehouse: 1360-70 Webster Ave. (170th St.)
Bronx, New York City
Branch Warehouses: 585-7 Wales Avenue
1349-51 Brook Avenue

NEW YORK, N. Y.

Lincoln Safe Deposit Company

60-72 East 42nd Street
45-55 East 41st Street



With a reputation for over forty years of
satisfying service, to an ever increasing pa-
tronage, presents to consignors of choice
household effects an unexcelled service for
storage, including transportation, packing
or unpacking.

Walter C. Reid, Vice-Pres. and General Manager
C. A. Dugan, Warehouse Manager

NEW YORK, N. Y.

Another One of 7

Warehouses
Stretching from
Manhattan to New
Rochelle.

40 years' experi-
ence equips us to
handle any ship-
ment — large or
small — consigned
to New York, New
Rochelle, Mt. Ver-
non, Pelham,
Larchmont, Ma-
maroneck, Dun-
woodie, Bronxville,
Yonkers and West-
chester County.



Tremont Ave., cor. 177th St., Bronx

Every Form of Warehouse Service

LEE BROS., Inc.

MEMBER N. F. W. A.

Gen. Offices: 101 East 125th St., New York City

NEW YORK, N. Y.

Where Service
Is A Creed

CHAS. S. MORRIS
Pres. and Treas.

LAWRENCE S. MORRIS
Sec. and Mgr.

Established 1875



Metropolitan Fireproof Warehouse, Inc.
Amsterdam Ave. and 83rd St.
New York City

Members:

N. F. W. A., N. Y. F. W. A., C. W. A., N. Y. S. W. A., V. O. A.

NEW YORK, N. Y.

ARTHUR J. MORGAN
Sole OwnerG. E. TACKER
Manager**MORGAN & BROTHER**Storage Warehouses
and Motor Vans

MOVING STORAGE PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

Furniture and Works of Art Boxed and Shipped to All Parts of the World

228 - 230 - 232 - 234 - 236 WEST 47th STREET

TELEPHONE
CHICKERING 2840

Times Square

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association
New York Furniture Warehousemen's Association
Van Owners' Association of Greater New York
Merchants' Association of New York
The Canadian Storage and Transfermen's Association

NEW YORK, N. Y.

Bronx and Westchester Co. Shipments.

A. SANTINI & SONS

439 East 149th St., New York

Largest Fireproof Warehouse
in the BronxLargest Fleet of Padded Vans
in the Bronx—18 Vans

Oldest Movers and Packers

Efficient Service Since 1887

Consign your Household Goods Shipments and Pool Car Shipments.
Positive Collections, Quick Remittances

NEW YORK, N. Y.

SUNRISE STORAGE COMPANY, Inc.

456-458 East 173d St., Bronx, New York City

*Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.*STORAGE MOVING PACKING SHIPPING
OF HOUSEHOLD GOODS*Collections made and promptly remitted*

NEW YORK, N. Y.

A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses
1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto
Packing—Shipping—CratingMembers of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.Fireproof and Non-fireproof Warehouses
Factory Distributors—Motor ServiceAdjacent to all Bronx Terminals. Economic and
Satisfactory Service

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.



SHIP THROUGH

National Freight
Forwarding Co.FOR ALL POINTS IN
CALIFORNIA
WASHINGTON
OREGON
HAWAIIReceiving Station
Pier 61 North River

NEW YORK CITY

New York Office: ONE BROADWAY

NEW YORK
STATEN ISLAND } N. Y.C. H. BROWN, Pres.
STORAGE**RICHMOND WAREHOUSES**

WEST NEW BRIGHTON, N. Y.

Shipments to Staten Island Solicited
Warehouses located at West New Brighton and Tompkinsville
Members N. F. W. A. and N. Y. F. W.

NEW YORK, N. Y.

TOOKER STORAGE & FORWARDING CO.
MERCHANDISE WAREHOUSEMENPool Cars Distributed
Minimum Handling Expense
Building Equipped
With Automatic Fire Alarm
Erie Railroad SidingNew York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. TracksChicago Office
and
Warehouse:
3615 Iron Street
Chicago, Ill.

NEW YORK, N. Y.

"We Move in Society"

HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York
Members of N. F. W. A., N. Y. F. W. A., V. O. A.The Men Who Distribute
Hoosier Kitchen CabinetsRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

NIAGARA FALLS, N. Y.

YOUNGS FIREPROOF WAREHOUSE

Motor Truck Service

DISTRIBUTING AND WAREHOUSING
ALL CLASSES OF MERCHANDISE
HOUSEHOLD GOODS—AUTOS

Private R. R. Siding Pool-Car Service

Members N. F. W. A.

ROCHESTER, N. Y.

Pool car distribution and forwarding.

Warehouses for merchandise and household goods

Motor vans for local and long distance moving.

B. G. COSTICH & SONS, INC.

271 Hayward Ave.

Rochester, N. Y.

ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C.
R.R. siding—Pool Car Distribution—Motor Service.

Monroe Warehouse Company, Inc.

Established 1823

1044 University Ave.

ROCHESTER, N. Y.



General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

Service That Brings Results

B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

ROCHESTER STORAGE WAREHOUSES

Fireproof and Non-Fireproof

Owned and Operated by

ROCHESTER CARTING CO.

Storage Moving Packing Shipping

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans
for City and Long Distance Moving. Storage
and Packing Household Goods. Warehouse
Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD
GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.



"A Good Sign of Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.

Storage
Moving

HOUSEHOLD GOODS

Packing
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

SYRACUSE, N. Y.

Flagg Storage Warehouse Co. SYRACUSE, N. Y.

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

Mdse. Storage

Private Siding

Pool Cars Handled

SYRACUSE, N. Y.

KING STORAGE WAREHOUSE, INC.Opposite N. Y. C.
West St. Station**COMMERCIAL and FURNITURE STORAGE**Automatic Sprinkler System Throughout Affording Our
Customers Low Insurance Rate**Private Railroad Sidings****DISTRIBUTING SERVICE**Carload or less carload shipments will receive prompt and careful
attention. This branch of warehousing has been a specialty with us
for over twenty years. We maintain our own delivery service.**HOUSEHOLD GOODS**We solicit your Syracuse business. Motor delivery service. Careful
attention to collections. Satisfaction to yourself and customer guar-
anteed.**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE****358-376 WEST WATER ST.****MEMBERS**American Warehousemen's Association
National Furniture Warehousemen's Association

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.**GENERAL STORAGE, TRUCKING AND TRANSFER****FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK****Moving, Packing, Shipping**

Members: N. F. W. A. and A. W. A.

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

29-31 Brookfield St.

Also serving
Tarrytown
Scarsdale
Hartdale
Mamaroneck
Portchester
LarchmontOne of the most modern and best equipped
Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

YONKERS, N. Y.

Office Telephone 815

Dobson's Storage and Motor Vans**Packing, Crating and Shipping**
Furniture Bought and Sold

Residence Telephone 3898

222 New Main Street and 19 Morgan Street,
Yonkers, N. Y.

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage WarehouseStrictly modern in every respect. The largest and latest in Westchester
County—serving entire county.

UTICA, N. Y.

Broad Street Warehouse Corporation

700 Broad Street

Announces the Opening of a

MODERN STORAGE WAREHOUSE

Consisting of

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insur-
ance Rates. Sprinklered and Heated. Private Offices for
Manufacturers' Representatives.

Modern Facilities for

STORAGE
PACKING**DISTRIBUTION**
FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HUB OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing
point. "Jones of Utica" has distributed Merchan-
dise and Household Goods for 25 years. Every
modern facility.

UTICA, N. Y.

Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R.R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Union Storage & Warehouse Co.**BONDED**General Merchandise Storage and
Distribution.Chemicals, Textile Goods,
Cotton, etc.

Private Sidings. Members A. W. A.

The Men Who Distribute
Root Beer Supplies**Read DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

GREENSBORO, N. C.

*Consign your cars to us for
prompt and efficient handling*

125,000 square feet floor space.

A—Insurance Rating

Private sidings.

**GREENSBORO WAREHOUSE
AND STORAGE COMPANY**

Greensboro, N. C.

Est. 1904

Bonded

GREENSBORO, N. C.



Rucker Bonded Warehouse Corporation

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.

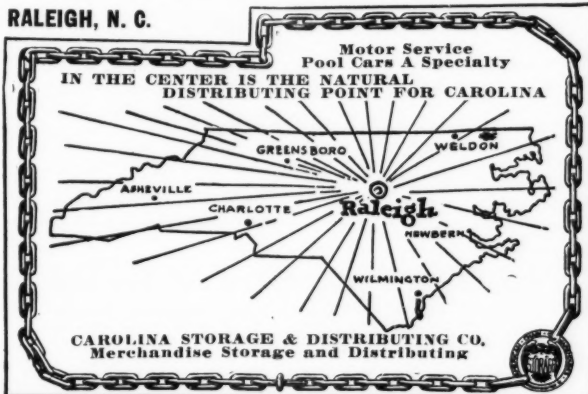
Private Railroad Sidings. Sprinkler System.

Low Insurance Rate.

Pool Cars Handled Quickly.

MEMBERS: A. W. A.

RALEIGH, N. C.



WASHINGTON, N. C.

Beaufort County Storage Warehouse Co., Inc.

(Bonded)

General Merchandise Storage and Distribution
For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with
Norfolk & Southern

WINSTON-SALEM, N. C.

LENTZ Transfer Company
Storage Warehouses

Packing, Storing, Shipping of Household Goods
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

FARGO, N. D.

UNION TRANSFER COMPANY

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.
Merchandise, agricultural implements, household goods.
Ship pool cars and spot stocks in our care. No car switch-
ing charges. Nineteen Years of Service.

806-810 Nor. Pac. Ave.

AWA—ACW—Minn. W. A.

GRAND FORKS, N. D.

KEDNEY WAREHOUSE COMPANY

(INC.)

FIREPROOF STORAGE

MERCHANDISE AND HOUSEHOLD GOODS

Office Facilities—Great Northern Trackage

Members A. W. A., Minn. W. A.

AKRON, OHIO.

The W. Lee Cotter Warehouse Company

Cor. Mill & College St.

97 E. South St.

Household Goods, Storage,

Merchandise Storage

Moving, Packing

Motor Freight Service

Member N. F. W. A.

Member A.W.A.

AKRON, OHIO

**The KNICKERBOCKER
WAREHOUSE and STORAGE CO.**

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

CANTON, OHIO

The Canton Storage Co.

528—4th Street, N. E.

Canton, Ohio

Draying, Storing, Shipping and
Carting. Also Cold Storage and
Distributing Car Loads and Less.

CANTON, OHIO

Our Experience and Modern Facilities Make
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

The Men Who Distribute

Vick's Vaporub

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.
Central Ave. and Augusta St. Telephone Main 106



Largest Fireproof Warehouse in Ohio.
7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.
Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CINCINNATI, OHIO

STORAGE

Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED
No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by
A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE
937 West 8th St.
Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO
The "Al" Naish Moving & Storage Co.
3207-13 Madison Road, Oakley Cincinnati, Ohio
FIREPROOF STORAGE WAREHOUSE
SERVING GREATER CINCINNATI OAKLEY, HYDE PARK
Mariemont, Madisonville, Pleasant Ridge and Norwood

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

Member of American Chain of Warehouses.

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

THE

CLEVELAND STORAGE

Incorporated 1884.

CO.

MERCHANDISE STORAGE
and
DISTRIBUTION

3 Warehouses—Private Siding—C. C. C. & St. L. R. R.
Conveniently Located in Business and Shipping District

LOW INSURANCE RATES

Offices: 619 Guardian Bldg.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care the Gregg Cartage & Storage Co.

Freight to and from Depots.

Storage and Delivery on Request.

Distribution of Samples, Packages and Circulars.

THE GREGG CARTAGE & STORAGE COMPANY
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

LEDERER
SERVICE
TERMINAL
BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

Interstate Terminal Warehouses, Inc.
1200 West 9th Street. Telephone Cherry 4170

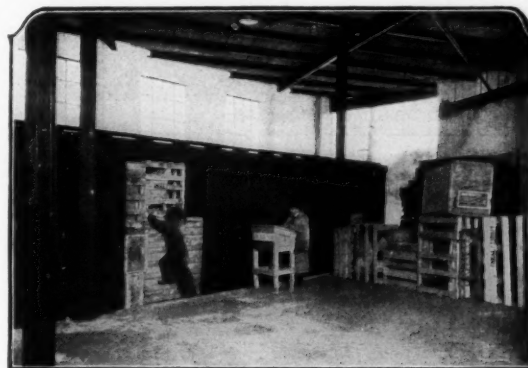


The Only Cold Storage in Cleveland on Railroad Tracks.

3,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.
(See our advertisement on front inside cover page.)

CLEVELAND, OHIO



NEAL'S

West Side-Lakewood Branch

**Receives and Packs Carload Shipments
Entirely Under Cover**

Local warehouses in each major section of the city.
Private switching facilities on the Nickel Plate Railroad.
Personal attention given every shipment.

There is economy in time, as well as the assurance of
high grade service, when you entrust your forwarding
shipments to our care.

The Neal Fireproof Storage Co.
CLEVELAND, OHIO

CLEVELAND, OHIO

**The Knickerbocker
Storage Co.**

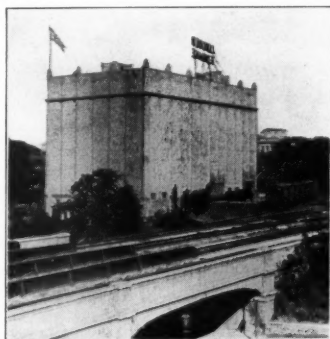
7724 Detroit Ave., Cleveland, Ohio

**MOVING AND STORAGE
PACKING AND SHIPPING
LONG DISTANCE MOVING**

Member: NATIONAL FURNITURE WAREHOUSEMEN'S
ASSOCIATION. AMERICAN WAREHOUSEMEN'S
ASSOCIATION.

CLEVELAND, OHIO

**Care!
Speed!
Efficiency!**



Both of our warehouses are most fortunately situated—
our Blue Rock branch on New York Central belt line con-
necting with all railroads entering Cleveland.



**The LINCOLN
STORAGE Co.**

GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—
11201 Cedar Ave., on the N. Y. C. Belt Line con-
necting with all R. Rs. entering Cleveland. L. C. L.
—Penna., Euclid Ave. Sta. adjoining our Euclid
Ave. Warehouse. Other R. Rs. to Cleveland, Ohio.

Member: N. F. W. A., A. W. A. and C. F. W. A.

A Hint

**From "DISTRIBUTION AND WARE-
HOUSING" to not a few Good and
True Old Friends in the Industry.**

"Here Sam! Find these addresses!—
Take time and look them up,
I know that Business presses,
But Business just must stop!"

An Old Transfer & Storage Book
Appears upon the scene;
And Sam—he does his best to look
For what is Gone—I ween.

"Can't find 'em Boss—I guess they've moved—
But this Old Book's No Good!"
(A Truth which Circumstances proved
As well as Troubles could.)

The fact that every day some change
In Business must occur,
Should not be thought so awfully strange,
The more so, after war.

Our "Annual" is never late—
You know it—"D. and W."
And if you have it up-to-date—
Addresses will not trouble you.

Pop.

CLEVELAND, OHIO

MERCHANTS TERMINAL COMPANY

New Fireproof Warehouse 3540 Croton Avenue
GENERAL STORAGE and DISTRIBUTION
Motor Truck Service

Private Siding on New York Central Railroad

Free Switching from All Other Railroads

L. M. SOUDERS, Pres. & Gen'l Mgr.

CLEVELAND, OHIO

THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

E. CLEVELAND, O.

Others as Good  But None Better

See page 362 1926 Directory

COLUMBUS, OHIO

Consign H. H. G. to

EDWARDS at Columbus

Edward's Service guarantees the ship-
per all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING

The Edwards Transfer & Storage Company
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company

32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

COLUMBUS, OHIO

Safety First

The Fireproof Warehouse & Storage Company

1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

COLUMBUS, OHIO

If You Knew How much of
the money you
spend in advertising and sales campaigns was a
total loss because your competitor gets the
business by making immediate delivery—

*You would find it pays to carry a
spot stock with us in Columbus!*

General Storage and Merchandise Distributors

THE OHIO WAREHOUSE CO.

544-560 Park St. South

Columbus, Ohio

COLUMBUS, OHIO

The Security Storage & Power Co.

COLUMBUS, OHIO

Lowest Insurance Rate in Columbus, 21c.
General Storage Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

LAKESWOOD, OHIO

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

THE

Lakewood Fireproof Storage Company

14401 Detroit Avenue

Lakewood-Cleveland, Ohio

Only Warehouse in Lakewood

SPRINGFIELD, OHIO

Member A. W. A., O. W. A.

HODGE STORAGE & CARTAGE CO.

Merchandise Storage and Distribution
Pool Cars Solicited

Private Siding on Pennsylvania Railroad

Free Switching from Other Lines Entering Springfield

MANSFIELD, OHIO

The Pioneer Storage Company

Successors to

The W. Lee Cotter Warehouse Co.
131 E. Fifth St.

Household Goods and Merchandise Storage Motor Vans

Member N. F. W. A.

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

WAGNER

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus
Daily Freight Service at Freight Rates

MARION, OHIO

**MERCHANTS
Transfer Company**

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

TOLEDO, OHIO



"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.

Main Office, 108 Summit Street, Toledo, Ohio

MARION, OHIO

**PADDOCK
Transfer & Storage Co.**

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

STORAGE—For household goods and merchandise.

MERCHANDISE DISTRIBUTION
SHIPPING and PACKING
MOVING (Locally and Long Distance)

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**
651-655 STATE STREET

Household Goods Exclusively

Member—The National Furniture Warehousemen's Ass'n

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and Merchandise

Members Nat'l F. W. Assn.

Dreadful Economy

"Never Venture, Never Win"

We All Well Know the *Saying*;

Our Trouble's with That Word "*Begin*"

For That of Course Means *Paying*—

Pop.

TOLEDO, OHIO.

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 Vance St.*Merchandise Storage and Distribution
Excellent Service
Member A. W. A.*

TOLEDO, OHIO

Yount's Cartage & Storage Co.615 Monroe St. Toledo, Ohio
Moving, Packing, Crating and Storage.
Pool Car Distribution.
Send Us Your Next Shipment.
We Believe in Reciprocity.
Established 1890.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO

EST. 1887

**CRATING — PACKING — MOVING
STORAGE
YOUNGSTOWN, OHIO**

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.**2—Fireproof Warehouses**
Merchandise and Household Goods
Stored—Pool Cars Distributed
Railroad Siding.

OKLA. CITY, OKLA.

531-3-5-7 W. Main St.

Established 1889

O. K. Transfer & Storage Co.
General Warehousing and DistributionPRIVATE SIDING—FRISCO FREE SWITCHING
Motor Truck and Teaming. Lowest Insurance in the State.
Members—N. F. W. A., A. W. A., Am. Chain & Dist.
Service, Inc.**HOUSEHOLD GOODS. MERCHANDISE**
30 Years Under Present Management

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN**Hauling, Storing and Shipping
Distribution Service**

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse**Moving — Packing — Storage**Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.**Fireproof Warehouse**Pooled car distributors—private siding "Frisco" merchandise
and H. H. Goods—6 railroads into Tulsa—A. T. & S. F.,
Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

16th & Sandy Blvd., Portland, Ore.

BEKINS
VAN & STORAGE CO.**MOVING SHIPPING PACKING STORING**Seattle, Wash.
Tacoma, Wash.
Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

PORTLAND, ORE.

G. W. CUMMINGS, Pres.

J. H. CUMMINGS, Sec.

STORAGE**Northwestern Transfer Co.****General Forwarding Agents**Freight and Baggage Delivered and Forwarded
with Promptness at Reasonable Rates**SPECIAL ATTENTION GIVEN TO POOL CARS**

Office, 64-66 Front St.

PORTLAND, OREGON

PORTLAND, ORE.

Oregon Transfer Company

Established in 1848

474 Glisan Street

Portland, Oregon

U. S. Bonded and Public Warehouses**Storage, Distribution and Forwarding
Specialists**Largest Warehouse and Transfer Organization in Pacific
Northwest. We own our buildings and equipment.**KEEP IT UP!**One step won't take you very far, you've got to
keep on walking;One word won't tell them what you are, you've
got to keep on talking;One inch won't make you tall, you've got to
keep on growing;One little "ad" won't do it all, you've got to
keep 'em going.Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

PORTLAND, ORE.

SECURITY SERVICE SATISFIES



Our new modern fireproof depository—sprinklered.
Located on terminal tracks.
Pool car and distribution specialists.

Ship through the PORTLAND gateway

We can handle all Washington and California tonnage promptly, efficiently and advantageously.



SECURITY STORAGE & TRANSFER CO.

3rd, 4th and GLISAN STS.

PORTLAND, OREGON



ALLENTOWN, PA.

Diehl Storage Warehouse Co.

Established 1868 Investment \$200,000.00
Local and Long Distance Hauling
PACKING - CRATING - SHIPPING
COMMERCIAL STORAGE 226 - 230 N. 8th Street
HOUSEHOLD STORAGE ALLENTOWN, PA.
AUTOMOBILE 400 Rooms Under Lock Bell 2653

CHESTER, PA.

Headley's Express & Storage Co., Inc.

General Storage
Merchandise and Household Goods
Moving, Packing and Shipping



ALLENTOWN, PA.

C. A. Dorney Storage Warehouse Co.

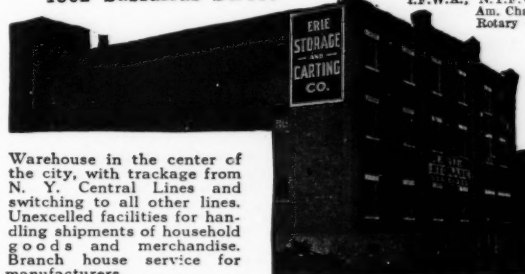
Warehouse—Race & Linden Sts. Office—612 Hamilton St.
General Storage
Household Goods Merchandise
Distribution Forwarding
Direct switch connection Lehigh Valley R. R.
Automatic Sprinkler System

ERIE, PA.

ERIE STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS 20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods and Merchandise
Direct R. R. Siding Lehigh Valley.

BETHLEHEM, PA.

Allentown, Pa. — Easton, Pa.

L. and N. E. Terminal Warehouse Co.

SPACE FOR ALL KINDS OF GOODS
COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS
CENTRALLY LOCATED TO SERVE

ALLENTOWN—BETHLEHEM—EASTON
AND ADJACENT TERRITORY
(P. O. Bethlehem)

Private Sidings on Lehigh and New England Railroad

ERIE, PA.

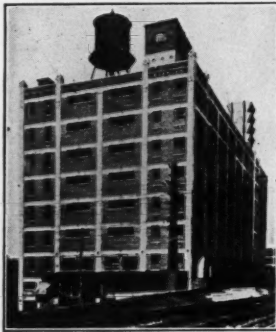
Erie Warehouse Company

MERCHANDISE STORAGE DISTRIBUTION

"A complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

ERIE, PA.

UNION STORAGE CO. of ERIE
FIFTEENTH AND GERMAN STS., ERIE, PA.

**General Storage
Cold Storage
Distributing
Space for Leasing
Private Offices**

Private Tracks on Main
Line of New York
Central Railroad

Insurance Rate on Con-
tents 17 cts. per \$100.00
per Year

Only Fireproof Ware-
house in Erie

CARL PETERSEN
General Manager

JOHNSTOWN, PA.

**I. D. REPLOGLE STORAGE CO.**
438 HORNER STREET**Household Goods and
Merchandise Storage**

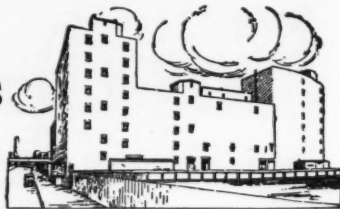
Pool Car Distribution. Private Siding B. & O. Free
Switching for Carload Shipments When B. & O.
Delivery Is Specified. L. C. L. Shipments
B. & O. or P. R. R. Stations. Complete
Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings HARRISBURG, PA.

HARRISBURG, PA.

MONTGOMERY & CO.
STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

JOHNSTOWN, PA.

H. A. Bietenduefel, Supt.

D. Reese Jones, Res. Mgr.

Johnstown Terminal Storage Company

Office, Maple Ave. and Third St.

New Fireproof Storage Warehouse

General Merchandise Storage and Distribution. Ware-
house Receipts Issued. Storage Space for Rent for
Branch Offices. Household Goods. Storage. Pool Car
Distribution. Automobile Storage.

Direct Penn. R. R. Siding. Capacity 500 Cars.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

NEW CASTLE, PA.

S. C. MOORE, Proprietor

Keystone Delivery Transfer & Storage

Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor
trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

The Men Who Distribute
Wrigley's Chewing Gum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty. Forwarding agents.

Members N. F. W. A.

PHILADELPHIA, PA.



ATLAS STORAGE
WAREHOUSE
COMPANY

Market and 37th Sts.

Walter E. Sweeting, President
Chas. G. Wightman, Vice-President
George A. Emig, Secretary-Treasurer
Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

9 Warehouses 27 Acres of Floor Space Sea and Rail
Trackage Facilities for 48 Cars Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
Phone B.G. 8100

427 W. WAB ST., CHICAGO
Phone Sup. 7180

824 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

FIDELITY
Storage & Warehouse
Company — Est. 1887

A modern fireproof warehouse with every facility for storing and transferring Hhg. Motor Truck service insures speedy delivery anywhere. We distribute Hhg. pool cars. When you want service in Philadelphia call on "Fidelity."

1809-13 Market St.

Phila., Pa.

Assns.: A.W.A., N.F.W.A., Can.
S. & T., P.F.W.A.



PHILADELPHIA, PA.

MILLER NORTH BROAD
STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A.

PHILADELPHIA, PA.

Philadelphia

LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

Win. Rommel, Jr., Pres. and Genl. Manager

South Jersey Warehouse Company

1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only

Warehouse Receipts Issued

Direct Penn. R. R. Siding

Pool Car Distribution

Motor truck service for Philadelphia and South Jersey deliveries

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

IN
PITTSBURGH
IT'S
BLANCK'S
TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

MURDOCH
STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 Neville Street, Pittsburgh, Pa.

Branch Warehouse, Wilksburg, Pa.

PITTSBURGH, PA.

Where
Efficiency
Is the Rule

We know how much
promptness is appreci-
ated in warehousing.

Therefore, we observe
promptness in executing
every obligation placed
upon us by our cus-
tomers.

Correspondence, settle-
ment of accounts, re-
ports, etc., are all handled
with a speed that saves
time for the client.

If you want Service try
HAUGH & KEENAN.

Ship via Pennsylvania to
East Liberty Station
(Pittsburgh, Pa.).



Established 1889

HAUGH & KEENAN
STORAGE & TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

McFARLAND STORAGE CO.

16th and Pike St.

STORAGE AND DISTRIBUTION OF
GENERAL MERCHANDISEPool cars distributed and reconsigned—Direct Penna. R. R. Siding.
Motor Truck Delivery.

PITTSBURGH, PA.

Established 1904

PENNSYLVANIA TRANSFER & STORAGE CO.

MERCHANDISE WAREHOUSING
AND DISTRIBUTIONOur Own Fleet of Motor Trucks for City and Suburban
Deliveries

Negotiable Warehouse Receipts Issued

Reasonable Rates

Stocks Carried, Records and Reports made to Out of
Town Concerns

POOL CAR DISTRIBUTORS

Our Facilities for Receiving and Distributing Freight
are unsurpassed

Office and Warehouses

Twenty-fifth St. and A. V. R. R., Pittsburgh, Pa.

The Men Who Distribute
Minute Tapioca

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

READING, PA.

Columbian Warehouse Company
Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

R. F. POST

Motor
Trucks

Household
Goods



Merchandise
Storage

Pool Car
Distribution

DRAYMAN AND STORAGE WAREHOUSE
Lackawanna R.R. Siding Direct

SCRANTON, PA.

Established 1894.
"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Shipping. R.R. Siding. Manufacturers' Distributors.
Correspondence Solicited. **Scranton, Pa.**

Members A. W. A. and A. C. W.
Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"

MERCHANTS WAREHOUSING COMPANY

Merchandise Storage and Pool cars checked.
Central location and direct siding for 10 cars on L. V. and C. R. R.
of N. J. sidings.
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19-35 New Bennett St. Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

The Williamsport Storage Co., Inc.
GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

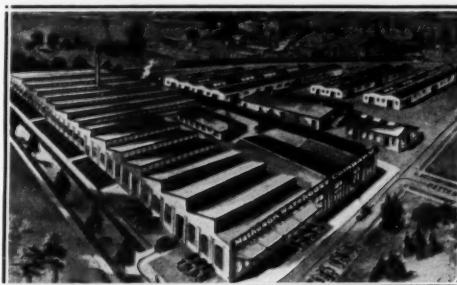
Members A. W. A. and P. W. A.
Correspondence Solicited.

The Men Who Distribute

Fellowes Hypophosphites

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

WILKES-BARRE, PA.



On Lehigh Valley R. R.
Private Siding, 15 Car Capacity.
Over Four Acres Floor Space.
All Ground Floor.
Member P. F. W. A.

Centrally located in populous area.
300,000 within 10 miles.
1,400,000 within 50 miles.

Matheson Warehouse Co.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES
Household Furniture and Pianos
Packing, Crating and Shipping.
62 to 70 Dudley Street.

PROVIDENCE, R. I.

Also Fall River, Mass.

GREENS INC.

348 BROAD ST.

STORAGE—PACKING—SHIPPING
OF HOUSEHOLD AND OFFICE GOODS EXCLUSIVELY

PROVIDENCE, R. I.



JONES WHSE., INC.

Fireproof Storage

Experts in Handling Household Goods

Office, 59 Central St., Providence, R. I.

Storage, Packing, Moving, Shipping

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.
Storage Cotton and General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Co.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space
Private Tracks Connecting with All Railroad and Steamship Lines
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

Carey Transfer & Storage Co., Inc.
Storage, Packing, Shipping of
Household Goods
and

General Merchandise—Pool Car Shipments

Distributed Correspondence Solicited.
Members: So. W. A.

ABERDEEN, S. D.

Aberdeen Storage Co.

16 No. Kline St. Phone 3110

Merchandise and Household Goods

SIOUX FALLS, S. D.

**STRAHON TRANSFER
& STORAGE CO.**

General Warehousing
Distribution Private Trackage
Pool Cars a Specialty
Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service



CHATTANOOGA, TENN.

CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

Distributors and forwarders of pool cars
MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

CHATTANOOGA, TENN.

CHATTANOOGA

Warehouse and Cold Storage Company
Chattanooga, Tennessee

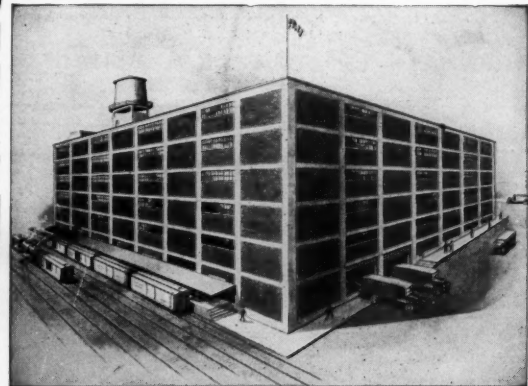
MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

**GENERAL MERCHANDISE AND HOUSEHOLD
GOODS PACKING AND SHIPPING**

Special Attention Given to Pool Car Distribution.

KNOXVILLE, TENN.



Knoxville Fireproof Storage Company
201-211 Randolph St.

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

135,000 square feet on
Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.

MEMBERS

American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

CHATTANOOGA, TENN.

**The Hub of the South
for**

Break Bulk Shipments

**CHATTANOOGA TRANSFER
& STORAGE CO.**

MEMPHIS, TENN.

**FEDERAL
Compress & Warehouse Co.**
Specialist in

**MERCHANDISE STORAGE
POOL CAR DISTRIBUTION**

Warehouse located in heart of Jobbing District and Rail-
road Terminals.

We operate our own motor fleet.

Member A. W. A.

Warehouse, 589 South Front Street

**Office Falls Bldg. P. O. Box 1025
Memphis, Tenn.**

MEMPHIS, TENN.

OK STORAGE & TRANSFER CO.
INCORPORATED
Member N. F. W. A. So. W. A.
Operating WAREHOUSES
Memphis
New Orleans
Louisville
Little Rock
FIREPROOF STORAGE Household Goods 161 Jefferson Street

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Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

MEMPHIS, TENN.

Pres. J. H. POSTON Vice-Pres. S. M. POSTON
Secy. and Treas. W. H. DEARING
**JOHN H. POSTON
STORAGE WAREHOUSES**
INCORPORATED
671 to 679 South Main St., on Illinois Central Railroad
Tracks
CAPACITY 1000 CARS
Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.
No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.
**DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.**

MEMPHIS, TENN.

MEMPHIS and TRI-STATES TENNESSEE SERVICE
Distributing Point for Tennessee, Texas, Oklahoma, Mississippi,
Louisiana, Alabama, Arkansas
Carload Lots and Pool Cars Our Specialty
67000 Square Feet Floor Space
Tennessee Terminal Warehouses, Inc.
613 to 645 So. Front St., Memphis, Tenn.
Established 1921 P. O. Box 2056 Skelton Driver, Manager

NASHVILLE, TENN.

BOND Merchandise
and
Household
Goods
Warehouses
Reliable Service Up-to-Date Facilities
E. M. Bond Fireproof Storage Co.
1609 Broadway 821 Ewing Ave.
Members of American Warehousemen's Association, National
Furniture Warehousemen's Association, Southern Warehouse-
men's Association and American Chain of Warehouses.

NASHVILLE, TENN.

Nashville Warehouse & Elevator Corp.
General Storage and Distribution

Warehouse, 152,000 Sq. Ft. Grain Storage and Elevator
Automatic Sprinkler
Licensed and Bonded Cap. 1,000,000 Bushels

NASHVILLE, TENN.

The PRICE-BASS CO.

Office: 216—10th Ave., No.
Warehouse: 194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway
Tracks.
Equipped with Automatic Sprinkler.
Lowest Insurance Rate on General Storage in Nash-
ville.
Free Switching.
Distribution of Warehouse Stock and Pool Cars.

BEAUMONT, TEXAS

Private Sidings.
Lowest
Insurance Rates.
Local and Interurban
Truck Service.

RAY'S
TRANSPORTATION CO.
STORAGE, HAULING,
DISTRIBUTING.
Bonded Warehouse

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sta.

Our hobby is the crating, packing, shipping and storing of
household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Assn.

FORT WORTH, TEXAS

**In Fort Worth
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square
feet of floor space; with our private side and free
switching to Fort Worth's eleven Trunk Line Rail-
roads—in Fort Worth, Binyon-O'Keefe is best pre-
pared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



GALVESTON, TEXAS

Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses
Galveston, Texas Houston, Texas
New York Office:
40 Rector Street

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HARLINGEN, TEXAS

JONES TRANSFER & STORAGE CO.

Harlingen, Texas

Serves the Entire Rio Grande Valley

PROMPT

CAREFUL

RESPONSIBLE

DISTRIBUTING
STORING
MOVING
CRATING
SHIPPING

HOUSTON, TEXAS

ABC Storage and Moving Co., Inc.

IDEAL FOR

{Distributing of
Merchandise and
Household Goods.

Reasonable

Reliable

Responsible

Houston, Texas

Edw Thos. Keough, Pres
Mgr

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN
FIREPROOF BONDED WAREHOUSESFacilities for handling all kinds of Mer-
chandise with accuracy and promptness.**NATIONAL Warehouse and
Distributing Co.**

KOPPEL AND WASCHER, Propr's

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick con-
struction. Sprinkler system assures you a lower rate
of insurance.

HOUSTON, TEXAS

Universal Terminal Warehouse Company

Fireproof storage—Sprinklered Warehouses

Houston, Texas

Galveston, Texas

New York Office: 40 Rector Street

HOUSTON, TEXAS

IN HOUSTON

**WESTHEIMERS
Inc.**

Forty-two Years of Honest Service

SERVICE

EXTENDED TO EVERY BRANCH OF
THE INDUSTRYBenj. S. Hurwitz
PresidentMembers
A. W. A., N. F. W. A.

Distribution Service, Inc.

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER CO.Bankers of Merchandise
Warehousing and Distribution
Merchandise—Household Goods—New Furniture
Branch House Facilities—Bonded
Private Sidings—Mo. Pac. & Sou. Pac. Railways

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding

Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS

**SCOBEE
FIREPROOF
STORAGE**

SAN ANTONIO, TEXAS

General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all
points in San Antonio Territory

TEXARKANA, TEXAS

HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882

DISTRIBUTOR OF

POOL CARS
TRUCKINGSTORAGE
MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Elkin Transfer & Storage Co.

Wichita Falls, Texas

Located in the heart of the oil industry. Logical distributing
center for North Texas. Trackage warehouse for merchandise and
household goods; free switching service.

We specialize in pool car distribution

MEMBERS { Texas W. & T. Ass'n
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WESTERN GATEWAY STORAGE CO.

Merchandise Storage and Distribution

Transportation Center of the West

Low Insurance

Sprinklered

SALT LAKE CITY, UTAH.

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete
Sprinklered Space

Insurance Rate 18 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

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Represented by—
DISTRIBUTION SERVICE, INC.
100 BROAD ST. NEW YORK CITY Phone B.G. 8100
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*An Association of Good Warehouses
Located at Strategic Distribution Centers*

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Alexandria, Virginia

"THE KEY TO DIXIE"

Unexcelled locations for STORAGE and DISTRIBUTING
WAREHOUSES—Transportation Center—Rail and Water
Correspondence and Inspection Solicited

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Virginia Bonded Warehouse Corporation

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Distribution and Forwarding of General Merchandise Only
Largest Warehouses in South Southern R. R. Siding
175,000 sq. ft. Insurance Rate 25c. per \$100 per year

Members American Warehousemen's Association

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ROANOKE PUBLIC WAREHOUSE
GENERAL AND BONDED MERCHANDISE STORAGE
Automatic Sprinkler Private Siding
Capacity 500 Cars

POOL CARS—FORWARDING—DISTRIBUTING
Member A. W. A. Cold Storage Plant in Connection

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WAREHOUSING AND DRAYING

We Make a Specialty of Storage and Pool Car Distribution
for Agents, Brokers and General Merchandise Houses.

Warehouse Trackage Connecting All R.R.

304 R.R. Ave. South Seattle, Wash.

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AMERICAN WAREHOUSE CO.

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Modern Fireproof Warehouse with Private Siding
Dist. Mdse. and Hhg. Pool Cars.
Motor Truck Service—City and Interurban
Delivery of Mdse.



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Vancouver, B. C.
Sioux City, Iowa
Omaha, Nebr.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

SEATTLE, WASH.

Central Van and Storage Co.

Seattle, Wash.



Moving
Packing Shipping
Fireproof Storage
Private or Open

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DISTRIBUTING CO.**



Established 1889
Incorporated 1904
Free & Bonded

Warehouses

Seattle, Wash.

GENERAL MERCHANDISE STORAGE
MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 18 TEAMS, 42 AUTOS

SERVICE OUR MOTTO



SEATTLE, WASH.

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COMPANY**

Incorporated 1909

CONCRETE FIREPROOF WAREHOUSE

Lowest Insurance Rate
Trackage—Six Unloading Doors
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**UNITED WAREHOUSE CO.
SEATTLE, WASH.**

U. S. Customs Bonded and General Storage
Distribution a Specialty

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STORAGE CO.**

POOL CARS OF FURNITURE AND MERCHANDISE CON-
SOLIDATED AND DISTRIBUTED—GENERAL STORAGE
Private Spur Northern Pacific Railroad

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J. M. GRIMMER

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GRIMMER'S Storage and Truck Line

United States Bonded Draymen

GENERAL STORAGE

TRANSFERRING

Furniture Packing
Auto Truck Service
Pool Car Distributors

Heavy Hauling a Specialty
Lowest Rates on Pool Cars
Household Goods All Directions

819 Main Avenue

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SPOKANE, WASH.

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The Logical Distributing Center for the INLAND EMPIRE

MERCHANDISE and HOUSEHOLD GOODS

Pool Car Distribution—Two Warehouses, Both on Private Railroad Siding—Free Switching All Roads Entering Spokane—Low Insurance Rate



SPOKANE, WASH.

Millard Johnson
Pres.W. B. Fohlin
Secy.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A. 308-316 Pacific Ave. N. F. W. A.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

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Vancouver, B. C.
Sioux City, Iowa
Omaha, Neb.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
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**WE OWN BOTH WAREHOUSES**
Established 22 years in Tacoma—and know how to handle your requirementsStorage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

TACOMA, WASH.

Pacific
Storage & Transfer Co.Warehousemen
Merchandise and Furniture
Distributors and Forwarders**SERVICE**
Speed—Accuracy—
Satisfaction

Ship Your Pool Cars in Our Care



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INDEPENDENT TRANS. & STORAGE CO.

215—9th Street

Distributors of Merchandise, Pool Cars, Etc.

Equipped for Handling Heavy Machinery of All Kinds
Household Goods Packed and Shipped

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MIDLAND STORAGE CO.*"In the Heart of Huntington"*Specialists in Merchandise Storage and Pool-Car Distribution
Automatic Sprinkler System Throughout Affording Our
Customers the Lowest Insurance Rate in HuntingtonPrivate Railroad Sidings—No Switching Charges
Located in the Heart of the Wholesale District and Within
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When You Ship to Huntington

Ship to PRINDLETwo modern warehouses with private sidings on the B. & O. and
C. & O.Dist. Mdse. and Hhg. pool cars. City and Interurban delivery
of Mdse. and Hhg. Prindle Service is worth while—try it.**M. B. PRINDLE & CO.**
911 Second Ave.

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Established 1891

J. E. MILLER
TRANSFER & STORAGE CO.
6-12 TWELFTH ST.

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Benwood
Moundsville
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Bridgeport
Martin's Ferry
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Storage
Heavy
Hauling

LA CROSSE, WIS.

**La Crosse Terminal Warehouse
Company**Storage and Forwarding
Household Goods and Merchandise
Trackage Connection with All RailroadsA Warehouse modern equipped in every respect rendering
service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.

M. A. Smith, Mgr.

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LOWEST INSURANCE RATES
LOCAL AND LONG DISTANCE MOVING
Packing, Crating and Shipping—Efficient packers to prepare your
goods for shipment, insure safety in transit.**COAKLEY BROS.**Telephones: Grand 407 or Grand 4661
Main Office and Warehouse: 41-43 Second Street,
163 West Water Street, Milwaukee, Wis.

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"The Million Dollar Warehouse Company"

HANSEN STORAGE COMPANY

15 Warehouses—50 Car Side Track—850 Foot Dock
DEPENDABLE — EXPERT — QUICK SERVICE

We Specialize in

Merchandise Distribution and Furnish
"BRANCH HOUSE SERVICE"

"Let Us Solve Your Distribution Problems"

Ship Your Merchandise to Yourselfs in Our Care and
Have Instructions Follow. We Will Do the Rest.

We Own and Operate Large Delivery Equipment
ESTABLISHED 22 YEARS — LARGEST IN WISCONSIN
Members: A. W. A.—A. C. of W.

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LINCOLN

Fireproof Warehouse Co.

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SHIPPING
FORWARDING
DISTRIBUTING
STORING
HAULING
MOVING

Pool Car Distribution Our Specialty. We
are located convenient to the trade in the
heart of Milwaukee. City and Out-of-Town
Delivery. Long Distance Hauling. Low
Rates. Guaranteed Service. Modern Equip-
ment.
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Office, 210 Prairie St.

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**Merchant's
Storage
Company**

Operating four scientifi-
cally organized, well pro-
tected warehouses with
direct connections to Great
Lakes and important rail
lines.

MERCHANT'S STORAGE CO.

MILWAUKEE, WIS.

JOHN GROOM, Jr., Pres. WM. FLEMING, Jr., Vice-Pres. & Treas.
JACOB RISSMAN, Secy.

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OSHKOSH STORAGE COMPANY

Packing, Storage, Shipping
Private Switch—No Switching Charges

Oshkosh is the metropolis of the Fox River Valley and the best
distributing point in Wisconsin. 701 South Main Street.
Pool Cars distributed.

Members: American Warehousemen's Association
Nat'l Furniture Warehousemen's Association

MILWAUKEE, WIS.

For the Greatest Satisfaction

To both yourselves and your customers
consign your Milwaukee shipments to

**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.



Members of National Furniture Warehousemen's Association
Canadian Storage & Transfermen's Association

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**VANCOUVER
CANADA**

Unexcelled facilities for
"pool" car distribution

Complete warehousing service
—moving, packing, shipping,
storing.

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Canadian Warehouse and Transfer Assn.
American Warehousemen's Assn.
National Furniture Warehouse Assn.

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VAN & STORAGE CO. LTD.

760 Beatty Street.

VANCOUVER, B. C.

CANADA

VANCOUVER, B. C., CAN.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE
JOHNSTON
Storage Co.,
Ltd.

**STORAGE
CARTAGE
FORWARDING
DISTRIBUTING**

VANCOUVER, B. C., CAN.

The Bekins Bldg., Vancouver, B. C.

BEKINS
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.
Tacoma, Wash.
Portland, Ore.
Sioux City, Iowa
Omaha, Nebr.
Los Angeles, Cal.
San Francisco, Cal.
Oakland, Cal.
Fresno, Cal.
Hollywood, Cal.
Sacramento, Cal.

WINNIPEG, CANADA

WINNIPEG STORAGE LIMITED

Storage, Bonded and Free
Distributing and Forwarding Agents
Insurance 30c.

230 AND 288 PRINCESS STREET

TORONTO, ONT., CAN.

Store with "City Storage"

Our 25 years' experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments and storage.

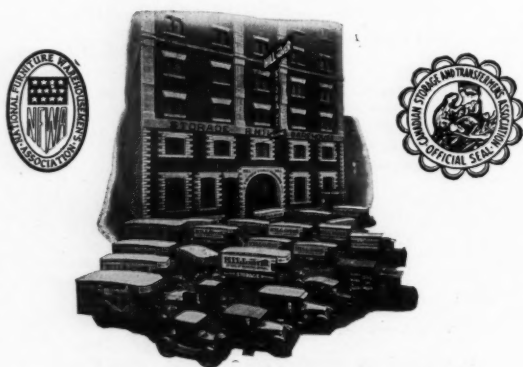
CITY STORAGE, Limited
253 College St.

N. F. W. A.

HAMILTON, ONT., CAN.

We make it our business

To give each and every shipment immediate, careful, minute, concentrated attention.

Fireproof Bonded Warehouses**Real Distribution Service***"The House of Protection"*

HILL THE MOVER WAREHOUSES
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TORONTO, CAN.

DRISCOLL'S
Transportation
and Storage

Speed—Economy—Convenience

Driscoll's Cartage
2068 Dundas St., West

MONTREAL, CANADA

THE TERMINAL
WAREHOUSING CO., Limited
MONTREAL, CANADA

Largest Distributors in the Dominion. Pooled Cars Consolidated and Distributed. Sidings (C. N. R.) in Connection with All Our Warehouses. Customs and Excise Bonds. Fireproof and Frostproof Buildings. Members A. W. A.

THE BUYERS' GUIDE for the WAREHOUSE INDUSTRY

In this department appears the names and locations of the manufacturers making equipment, supplies, etc., used by the Merchandise and Furniture Warehousemen.

These columns contain the names of most all manufacturers who make the items here listed, which fact adds great value to the section. We urge all warehousemen to use this buyers' guide in making their purchases.

THOSE WHOSE ADVERTISEMENTS APPEAR in DISTRIBUTION and WAREHOUSING are conversant with the industry and its requirements. In most cases they are already doing a large volume of business with the industry and the fact that their advertisement appears in these columns indicates that DISTRIBUTION and WAREHOUSING considers their products reliable and as advertised.

We urge you to give the advertisers your first consideration and patronage.

BASKETS, MOVING

Acme Basket Mfg. Co., 418 No. Franklin St., Baltimore, Md.
American Wire Form Co., 205 Grant Ave., Jersey City, N. J.
Anderson Box & Basket Co., Henderson, Ky.
Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.
Badger Basket & Veneer Co., Burlington, Wis.
Ballou & Son, M. E., Becket, Mass.
Belle City Basket Co., Racine, Wis.
Bryant, John T., Springfield, Ohio.
Burlington Basket Co., Burlington, Iowa.
Day Basket Works, E. T. B., Northeast, Md.
Diamond State Fibre Co., East Bridgeport, Pa.
Eastern States Package Co., Inc., Penn Yan, N. Y.
Guile & Windangle, Inc., Penn Yan, N. Y.
Hamblin & Russell Mfg. Co., Inc., Worcester, Mass.
Iden Co., Wm. A., 564 Washington Bldg., Chicago, Ill.
Massillon Wire Baskets Co., Massillon, Ohio.
Miami Mfg. Co., Peru, Ind.
Milwaukee Wire Frame Co., 62 Mason St., Milwaukee, Wis.
Morris & Co., Inc., 15 Main St., Groveland, N. J.
National Vulcanized Fibre Co., East Wilmington, Del.
Oeters Co., Edgar O., 601 Arch St., Philadelphia, Pa.
Oxford Basket & Mfg. Co., Oxford, N. Y.
Peerless Wire Goods Co., 2710 Ferry St., Lafayette, Ind.
Philadelphia Paper Mfg. Co., Nixon & Fountain Sts., Philadelphia, Pa.
Phoenix Wire Works, Kirby Ave., Detroit, Mich.
Portland Basket & Handle Co., Portland, Ore.
St. Louis Basket & Box Co., 150 Arsenal St., St. Louis, Mo.
Steel Basket & Mfg. Co., Cedar Rapids, Iowa.
Wickwire Spencer Steel Corp., 41 East 42nd St., New York, N. Y.

BOX STRAPPING MACHINES

Acme Steel Goods Co., 2840 Archer Ave., Chicago, Ill.
American Casting & Mfg. Corp., Main St., Brooklyn, N. Y.
American Steel Band Co., 1400 Nixon St., Pittsburgh, Pa.
American Steel & Wire Co., 208 S. LaSalle St., Chicago, Ill.
Brooks & Co., E. J., 6 Church St., New York, N. Y.
Cary Mfg. Co., Manhattan Bridge Plaza, Brooklyn, N. Y.
Consolidated Steel Strapping Co., 2600 No. Western Ave., Chicago, Ill.
Dehaven Mfg. Co., 50 Columbia Heights, Brooklyn, N. Y.
Gerrard Wire Tying Machines Co., 1940 S. 52nd St., Chicago, Ill.
Grammes, L. F., & Sons, Allentown, Pa.
Harvey Spring & Forging Co., Racine, Wis.
Hollow Cable Mfg. Co., Hornell, N. Y.
Robertson, Steel & Iron Co., W. F., Cincinnati, Ohio.
Signode System, 2600 N. Western Ave., Chicago, Ill.
Stanley Works, Grove Hill & Lake St., New Britain, Conn.
Ti-It Machines Co., Monad Bldg., San Francisco, Calif.
Wire & Steel Products Co., 313 E. 22nd St., New York, N. Y.

CARPET CLEANING EQUIPMENT

Air-Way Electric Appliance Corp., Toledo, Ohio.
Apex Elec. Mfg. Co., 1067 E. 152nd St., Cleveland, Ohio.
Arco Vacuum Corp., 40 W. 40th St., New York, N. Y.
Atwood-Stewart Vacuum Mche. Co., 4527 Ravenswood Ave., Chicago, Ill.
Birtman Electric Co., 4140 Fullerton Ave., Chicago, Ill.
Chief Mfg. Co., 808 Beecher St., Indianapolis, Ind.
Cleveland Laundry Mche. Co., E. 55th St. & Erie R.R., Cleveland, Ohio.
Edison Elec. Appliance Co., Inc., 5000 W. Taylor St., Chicago, Ill.
Electric Rotary Mche. Co., 3825 W. Lake St., Chicago, Ill.
Electric Vacuum Cleaner Co., Inc., Euclid Ave. & Ivanhoe Rd., Cleveland, Ohio.
Federal Elec. Co., 8700 S. State St., Chicago, Ill.
Gary & Son, George, Athol, Mass.
Giant Mfg. Co., Council Bluffs, Iowa.
Invincible Vacuum Cleaner Mfg. Co., Dover, Ohio.
Kent Co., Inc., 565 Dominick St., Rome, N. Y.
Nusley Brothers, Canton, Ohio.
Orcutt Vacuum System, Harvard & Delmar Sts., St. Louis, Mo.

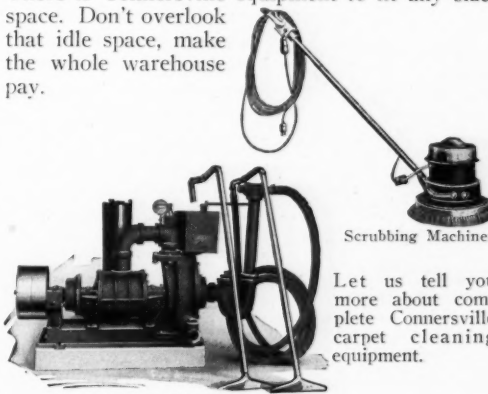
Pneuvac Co., Worcester, Mass.
Reed Mfg. Co., Springfield, Ohio.
Scott & Fetzer, W. 114th & Locust Ave., Cleveland, Ohio.
Spencer Turbine Co., Hartford, Conn.
Sturtevant Co., Inc., B. F., 16 Damon St., Hyde Park, Boston, Mass.
The Torrington Co., Torrington, Conn.
United Electric Co., Canton, Ohio.
United Vacuum Appliance Corp., Connersville, Ind.
Wise-McClung Mfg. Co., New Philadelphia, Ohio.
Wright, M. S., Worcester, Mass.

European Peasants Can Teach American Warehousemen

Warehousemen can profit by the example set by European peasants. These small farmers do intensified farming. Every available bit of space is made to produce.

Many warehouses have unused space which could accommodate a very profitable rug cleaning department.

There is Connersville equipment to fit any sized space. Don't overlook that idle space, make the whole warehouse pay.



United Vacuum Appliance Corp.
Connersville Dept. I12 Indiana

CASES, SHIPPING

American Can Co., 129 Broadway, New York, N. Y.
 Backus, Jr., A. & Sons, 1540 Lafayette Blvd., Detroit, Mich.
 Bird & Son, Inc., Mill St., E. Walpole, Mass.
 Bogert & Hopper, Inc., 64 Barclay St., New York, N. Y.
 Estes & Sons, E. B., 564 Fifth Ave., New York, N. Y.
 General Box Co., 508 N. Dearborn St., Chicago, Ill.
 Hinde & Dauch Paper Co., 254 Water St., Sandusky, Ohio. (Corrugated Fibre.)
 Hummel & Downing, Milwaukee, Wis.
 Interstate Corrugated Box Co., Inc., Front, Main, Water & Washington Sts., Brooklyn, N. Y.
 King Shipping Case Corp., 376 W. Water St., Syracuse, N. Y.
 Rochester Folding Box Co., P. O. Box 1012, Rochester, N. Y.
 Thompson & Norris Co., 212 Concord St., Brooklyn, N. Y.
 Truscon Steel Co., Youngstown, Ohio.
 Western Pine Mfgs. Assn., 512 Yeon Bldg., Portland, Ore.
 Wisconsin Box Co., Wausau, Wis.

CASTERS, TRUCK

Adams Co., Dubuque, Iowa.
 American Caster Co., Central Ave. & Washington St., Hamilton, Ohio.
 American Foundry & Mfg. Co., 11th & Hebert Sts., St. Louis, Mo.
 Bassick Co., 28 Austin St., Bridgeport, Conn.
 Bond Foundry & Mche. Co., Manheim, Pa.
 Buffalo Pulley & Caster Co., Inc., 180 Breckenridge St., Buffalo, N. Y.
 Clark Co., George P., 10 Canal St., Windsor Locks, Conn.
 Colson Company, Elyria, Ohio.
 Divine Bros. Co., Ulica, N. Y.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Faultless Caster Co., Evansville, Ind.
 Fleming Co., F. A., 9703 Baltic Rd., Cleveland, Ohio.
 Francis Co., Chas. E., Rushville, Ind.
 Greenan Mfg. Co., 1280 17th St., Detroit, Mich.
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.
 Hyatt Roller Bearing Co., Newark, N. J.
 Jarvis & Jarvis, 110 Pleasant St., Palmer, Mass.
 Keystone Forging Co., Northumberland, Pa.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc., Greene, N. Y.
 Market Forge Co., Everett, Mass.
 Meriden, Foster, Merriam Co., Meriden, Conn.
 Mullins Body Corp., 1017 Mill St., Salem, Ohio.
 New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.
 Nice Ball Bearing Co., 2925 Hunting Park Ave., Nicetown, Philadelphia, Pa.
 Nutting Truck Co., Fairbault, Minn. (See advertisement elsewhere in this issue.)
 Payson Mfg. Co., 2900 W. Jackson Blvd., Chicago, Ill.
 Phoenix Caster Co., State & Bates Sts., Indianapolis, Ind.
 Reading Hardware Co., Reading, Pa.
 Sargent & Co., New Haven, Conn.
 Schatz Mfg. Co., West Poughkeepsie, N. Y.
 Service Caster & Truck Co., Albion, Mich.
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
 Warren Mfg. Co., Springfield, Mass.
 Wolverine Caster Co., Traverse City, Mich.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

CLOCKS, TIME

Adams Mfg. Co., Henry T., 8561 S. Chicago Ave., Chicago, Ill.
 American Watchmen's Clock Co., 152 Nassau St., New York, N. Y.
 American Watchmen's Time Detector Co., Room 1144, Woolworth Bldg., New York, N. Y.
 Automatic Time Stamp Co., 164 Congress St., Boston, Mass.
 Bundy Recording Co., W. H., 72 Cortland St., New York, N. Y.
 Calculagraph Co., 50 Church St., New York, N. Y.
 Cincinnati Time Recorder Co., 1733 Central Ave., Cincinnati, Ohio.
 Detex Watermeter Corp., 4147 E. Ravenswood Ave., Chicago, Ill.
 Gisholt Machine Co., Madison, Wis.
 Howard Clock Co., E., Bromfield & Washington Sts., Boston, Mass.
 Imhauser Co., E., 212 Broadway, New York, N. Y.
 International Business Machines Corp., 50 Broad St., New York, N. Y.
 Monitor Time Clock Co., 70 North Ave., New York, N. Y.
 Ohmer Fare Register Co., Dayton, Ohio.
 Pacific Elec. Clock Co., 86 Third St., San Francisco, Cal.
 Pettes & Randall Co., 152 Nassau St., New York, N. Y.
 Rawson Electrical Instrument Co., Cambridge, Mass.
 Silberberg, Mortimer J., 122 S. Michigan Ave., Chicago, Ill.
 Simplex Time Recorder Co., Gardner, Mass.
 Standard Register Co., Dayton, Ohio.
 Stromberg Elec. Co., 209 W. Jackson Blvd., Chicago, Ill.
 Thompson Time Stamp Co., Inc., 98 Church St., New York, N. Y.
 Time Register Repeo. & Supply Co., Canastota, N. Y.
 Warren Clock Co., Ashland, Mass.

CONVEYORS

Acme Road Machinery Co., Frankfort, N. Y.
 Allis-Chalmers Mfg. Co., Milwaukee, Wis.
 Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
 Alvey Machy Co., 3201 Broadway, St. Louis, Mo.
 Bailey Burruss Co., Atlanta, Ga.
 Bartlett Co., Hayward, Scott & McHenry Sts., Baltimore, Md.
 Bartlett & Snow Co., C. O., 6250 Harvard Ave., Cleveland, Ohio.
 Beaumont Co., R. H., 519 Arch St., Philadelphia, Pa.
 Bodinson Mfg. Co., 11 Minna St., San Francisco, Cal.
 Brown Hoisting Mchry. Co., 4403 St. Clair St., N. E., Cleveland, Ohio.
 Buhl Malleable Co., Cor. Wight & Adair Sts., Detroit, Mich.
 Caldwell & Son, H. W., 17th & Western Ave., Chicago, Ill.
 Chain Belt Co., 744 Park St., Milwaukee, Wis.
 Chicago Automatic Conveyor Co., 682 Old Colony Bldg., Chicago, Ill.
 Dodge Mfg. Corp., Mishawaka, Ind.
 Freeman-Riff Co., Terre Haute, Ind.
 General Conveyor & Mfg. Co., Broadway & Miami Sts., St. Louis, Mo.
 Gifford-Wood Co., Hudson, N. Y.
 Godfrey Conveyor Co., Elkhart, Ind.
 Griffin Lumber Co., Hudson Falls, N. Y.
 Haiss Mfg. Co., Geo., 145th St. & Canal Pl., New York, N. Y.
 Haslett Chute & Conveyor Co., Oaks, Pa.
 Howe Chain Co., 110 Clay Ave., Muskegon, Mich.
 Hunt Co., Inc., C. W., Livingston, Staten Island, N. Y.
 Jeffrey Mfg. Co., 961 No. 4th St., Columbus, Ohio.
 Joy Machine Co., Pittsburgh, Pa.
 Kiefer Machine Co., Karl, 919 Martin St., Cincinnati, Ohio.
 Lamson Co., Syracuse, N. Y.
 Link-Belt Co., 300 W. Pershing Rd., Chicago, Ill.
 Logan Co., 201 N. Buchanan St., Louisville, Ky.
 Loudon Mchry. Co., 1116 Broadway, Fairfield, Iowa.
 McKinney-Harrington Co., North Chicago, Ill.
 Mathews Conveyor Co., Elwood City, Pa.
 Meyer Mfg. Co., Geo. J., 576 Clinton St., Milwaukee, Wis.
 Northern Conveyor & Mfg. Co., 3280 Auer Ave., Milwaukee, Wis.
 Ogden Iron Works, Ogden, Utah.

Olson & Co., Samuel, 2416 Bloomingdale Ave., Chicago, Ill.
 Otis Elevator Co., 260 11th Ave., New York, N. Y.
 Portable Machinery Co., Passaic, N. J.
 Proctor & Schwartz, Inc., 709 Tabor Rd., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co., 316 W. Third St., Aurora, Ill.
 Russel Wheel & Foundry Co., Detroit, Mich.
 Standard Conveyor Co., 315 Second Ave., N. W., North St. Paul, Minn.
 Stearns Conveyor Co., E. 20th St. & St. Clair Ave., Cleveland, Ohio.
 Webster Mfg. Co., 4500 Cortland St., Chicago, Ill.

YOUR FREE POWER ASSET

In seeking a decisive way to lower labor costs many warehousemen are turning to the efficient corps of Standard engineers.

these engineers will plan an indoor transportation system for you. He will show you the most economical way to harness Gravity, the free power asset.

Without obligation one of

STANDARD
 Conveyors
 Indoor Transportation Systems
 Standard Conveyor Co., North St. Paul, Minn.

DOORS, COLD STORAGE

Born Co., H. A., 208 N. Wabash Ave., Chicago, Ill.
 Ehrlich & Sons Mfg. Co., H., St. Joseph, Mo.
 Gillen-Cole Co., 66 N. Front St., Portland, Ore.
 Gloeckler-Bernard, 1027 Penn Ave., Pittsburgh, Pa.
 Jamison Cold Storage Door Co., Hagerstown, Md.
 Jones Cold Storage Door Co., Hagerstown, Md.
 Matot, Duffy A., 1546 Montana St., Chicago, Ill.
 National Refrigerator Co., 827 Koeln Ave., St. Louis, Mo.
 Schmidt Co., C., John & Livingston Sts., Cincinnati, Ohio.
 Seattle Asbestos Factory, 1535 Westlake Ave., N., Seattle, Wash.
 Stevens Co., Ben A., Toledo, Ohio.
 Stevenson Cold Storage Door Co., Chester, Pa.
 Union Fibre Co., Inc., Winona, Minn.
 Variety Mfg. Co., 2953 Carroll Ave., Chicago, Ill.
 Ward Refrigerator & Mfg. Co., 6801 Alameda St., Los Angeles, Cal.
 Wirf's Organization, E. J., 103 So. 17th St., St. Louis, Mo.
 York Products Corp., 832 Folsom St., San Francisco, Cal.

DOORS, ELEVATOR

Bataille & Co., Inc., A., 401 West St., New York, N. Y.
 Cincinnati Mfg. Co., 1900 Gest St., Cincinnati, Ohio.
 Cornell Iron Works, 71 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
 Hecla-Winslow Co., 4604 W. Harrison St., Chicago, Ill.
 Kinnear Mfg. Co., 736 Field Ave., Columbus, Ohio.
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
 Peelle Co., The Harrison Place & Stewart Ave., Brooklyn, N. Y. (See advertisement elsewhere in this issue.)
 Smith Wire & Iron Works, F. P., Fullerton, Gylbourn & Ashland Aves., Chicago, Ill.
 Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.

DOORS, FIRE

Atlas Fireproof Door Co., 247 Calver St., Brooklyn, N. Y.
 Bogert & Carrough Co., Washington Ave., Paterson, N. J.
 California Ept. Door Co., 1931 S. Los Angeles St., Los Angeles, Cal.
 Campbell Steel Prod. Co., 1700 Central Ave., Minneapolis, Minn.
 Coburn Trolley Track Mfg. Co., Holyoke, Mass.
 Cornell Iron Works, 71 Marion St., Long Island City, N. Y.
 Edwards Mfg. Co., 529 Eggleston Ave., Cincinnati, Ohio.
 Hanke Wire & Iron Works, 800 N. Albany Ave., Chicago, Ill.
 Harris Preble Door Co., 2424 W. 22nd St., Chicago, Ill.
 Kinnear Mfg. Co., 736 Field Ave., Columbus, Ohio.
 Lambert Metal Door Co., 184 Lorain Ave., Columbus, Ohio.
 Lee & Son Co., Thomas, 130 W. Second St., Cincinnati, Ohio.
 Merchant & Evans Co., Philadelphia, Pa.
 Moeschl-Edwards Corrugating Co., Cincinnati, Ohio.
 Ogden Co., J. Edward, 147 Cedar St., New York, N. Y.



VULCAN
"ALL-STEEL"
FIRE DOORS

Universally Used
 in All Modern
 Fireproof
 Warehouses
 Approved by
 Underwriters
 Details and Prices
 on Request.

VULCAN RAIL & CONSTRUCTION CO.
 Grand St. and Garrison Ave., Maspeth, N. Y.

DOORS, FIRE (Continued)

Peelle Co., The, Harrison Place & Stewart Ave., Brooklyn, N. Y.
(See advertisement elsewhere in this issue.)
 Penn. Seaboard Steel Corp., 1417 Sansom St., Philadelphia, Pa.
 Richards-Wilcox Mfg. Co., 216 W. Third St., Aurora, Ill.
 Richmond Fireproof Door Co., Richmond, Ind.
 St. Louis Fire Door Co., 1142 S. Sixth St., St. Louis, Mo.
 Smith Wire & Iron Works, P. P., 2340 Clybourne Ave., Chicago, Ill.
 Trueson Steel Co., Youngstown, Ohio.
 Tyler Co., W. S., 3021 Superior Ave., N. E., Cleveland, Ohio.
 Variety Mfg. Co., 2958 Carroll Ave., Chicago, Ill.
Vulcan Rail & Mfg. Co., Grand St. & Garrison Ave., Masspeth, N. Y.
 Wilson Corp., J. G., 11 E. 36th St., New York, N. Y.

EXTINGUISHERS, FIRE

A-1 Packer Corp., Blackwell, Okla.
 Ajax Fire Engines Works, 882 Third Ave., Brooklyn, N. Y.
 American-La France Fire Engine Co., 900 Erie St., Elmira, N. Y.
 Automatic Fire Sprinkler Co., 17 W. 37th St., New York, N. Y.
 Automatic Sprinkler Co. of Am., 123 William St., New York, N. Y.
 Barnes, Henry K., 234 Devonshire St., Boston, Mass.
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
 Bridgeport Brass Co., East Main St., Bridgeport, Conn.
 Callinan Co., C., 297 Congress St., Boston, Mass.
 Croker Nat'l Fire Prev. Eng. Co., 22 W. 30th St., New York, N. Y.
 Elkhart Brass Mfg. Co., Elkhart, Ind.
 Esty Sprinkler Co., Laconia, N. H.
 Fireite Extinguisher Co., Masontown, Pa.
 Foamite Childs Corp., Utica, N. Y.
 Fyr-Fyter Co., 221 Crane St., Dayton, Ohio.
 Gaylord Sanitary Mfg. Co., 1 Gleason Pl., Eldorado, Kan.
 Gilbert & Sons, A., 4015 Forest Park Bldg., St. Louis, Mo.
 Gorham Fire Apparatus Co., 206 Drumm St., San Francisco, Cal.
 Grinnell Co., Inc., 275 W. Exchange St., Providence, R. I.
 Hunt Mfg. Co., Jas. B., Forest Richey Bldg., Trenton, N. J.
 Johns-Manville Co., H. W., Madison Ave. & 41st St., New York, N. Y.
 Knight & Thomas, Inc., 212 Summer St., Boston, Mass.
 New Process Hocking & Sy. Co., Dallas, Texas.
 Niagara Smelting Corp., Bridge Sta., Niagara Falls, N. Y.
 Northern Pump Co., 920 18th Ave., N. E., Minneapolis, Minn.
 Obenchain-Boyer Co., Logansport, Ind.
 Oil Conservation Eng. Co., 877 Addison Rd., Cleveland, Ohio.
 Pacific Fire Extinguisher Co., 440 Howard St., San Francisco, Cal.
 Pyrene Mfg. Co., 520 Belmont Ave., Newark, N. J.
 Robinson Fire App. Mfg. Co., 4288 N. 20th St., St. Louis, Mo.
 Safety Fire Extinguisher Co., 299 Seventh Ave., New York, N. Y.
 Severn Fire & Supply Co., Fifth & Broadway, Oklahoma City, Okla.
 Simmons Co., John, 110 Centre St., New York, N. Y.
 Stempel Fire Extinguisher Mfg. Co., 20th & Ferry Sts., St. Louis, Mo.
 Vogel Co., H. G., 17 W. 37th St., New York, N. Y.

HOISTS, CHAIN

Boston & Lockport Block Co., 100 Conder St., East Boston, Mass.
 Box & Co., Inc., Alfred, Ontario & Trenton Sts., Philadelphia, Pa.
 Chisholm-Moore Mfg. Co., Cor. E. 49th St. & Lakeside Ave., Cleveland, Ohio.
 Ford Chain Block Co., Second & Diamond Sts., Philadelphia, Pa.
 Green Co., Inc., G. S., 72 Warren St., New York, N. Y.
 Harrington Co., Callowhill & 17th St., Philadelphia, Pa.
 Haslett Spiral Chute Co., 510 N. 61st St., Philadelphia, Pa.
 Hobbs & Co., Clinton, 3335 Pearl St., Boston, Mass.
 Moore Co., Franklin, Winsted, Conn.
 Morris, Inc., Herbert, 10 Lawrence Pl., Buffalo, N. Y.
 Ogden Iron Works Co., Ogden, Utah.
 Olsen Testing Machine Co., Finius, Philadelphia, Pa.
 Reading Chain & Block Corp., 2100 Adams St., Reading, Pa.
 Roeper Crane & Hoist Works, Inc., 1738 N. 10th St., Reading, Pa.
 Seattle Chain & Mfg. Co., 6921 E. Marginal Way, Seattle, Wash.
 Speidel Elevator Corp., 245 W. Buttonwood St., Reading, Pa.
 Topping Bros., 158 Varick St., New York, N. Y.
 Wright Mfg. Co., 1918 Thomas St., Lisbon, Ohio.
 Yale & Towne Mfg. Co., Stamford, Conn.

INSECTICIDES

American Cyanamid Co., 511 Fifth Ave., New York, N. Y.
 Carbola Chemical Co., 305 Ely Ave., Long Island City, N. Y.
 Chemical Supply Co., 2450 Canal Road, Cleveland, Ohio.
 Clarkson Chemical Co., 141 W. Willow St., Williamsport, Pa.

Absolute Protection
from Moths

Take no risks—wrap carpets, rugs, draperies, etc., with **WHITE TAR** Paper. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

THE WHITE TAR COMPANY
 OF NEW JERSEY, INC.
 Belleville Turnpike, Kearny,
 New Jersey
 Telephone Cortland 1923



INSECTICIDES (Continued)

Enoz Chemical Co., Logan Blvd. & Western Ave., Chicago, Ill.
 Ferguson, Jr., Alex. C., 460 Chestnut St., Philadelphia, Pa.
 Gerard Co., Inc., Felix, Fourth Ave. & Franklin, Minneapolis, Minn.
 Grasselli Chemical Co., Guardian Bldg., Cleveland, Ohio.
 Hall Laboratories, 428 B. 35th St., Chicago, Ill.
 Larvex Corp., 47 Rodney St., Brooklyn, N. Y.
 Penick & Co., Inc., S. B., 113 Fulton St., New York, N. Y.
 Plunkett Chemical Co., 3500 So. Morgan St., Chicago, Ill.
 Ply Metal Co., Chamber of Commerce Bldg., Chicago, Ill.
 Standard Oil Co. of N. J., 28 Broadway, New York, N. Y.
 Tinolun Co. of Am., 150 Nassau St., New York, N. Y.
 Warner Chemical Co., Lexington Ave. & 43rd St., New York, N. Y.
 Wells, E. S., Jersey City, N. J.
 West Disinfecting Co., 16 Barn St., Long Island City, N. Y.
White Tar Co., 56 Vesey St., New York, N. Y.

MILEAGE RECORDERS, MOTOR TRUCK

American Taximeter Co., 22 W. 61st St., New York, N. Y.
 Brown Spring Oiler Co., 6911 Carnegie Ave., Cleveland, Ohio.
 Keuffel & Esser Co., Hoboken, N. J.
 Ohmer Fare Register Co., Dayton, Ohio.
 Sattler, Hans, Sheboygan, Wis.
 Sears-Cross Co., 19 W. 62nd St., New York, N. Y.
 Service Recorder Co., 454 Hanna Bldg., Cleveland, Ohio.
 Stewart-Warner Speedometer Corp., Diversey Blvd., Chicago, Ill.
 Veeder Mfg. Co., 54 Sargeant St., Hartford, Conn.

OVERALLS

(See Work Suits)

PADS, EXCELSIOR

Altamont Mfg. Co., Altamont, Ill.
 American Forest Prod. Co., 24th & Race Sts., Philadelphia, Pa.
 Atlantic Excelsior Co., Inc., 500 W. 30th St., New York, N. Y.
 Boston Excelsior Co., 290 11th Ave., New York, N. Y.
 Burkart Mfg. Co., F., 4900 N. Second St., St. Louis, Mo.
 Clark Paper & Mfg. Co., 1611 Dewey Ave., Rochester, N. Y.
 Dale Bros. Excelsior Pad Co., Grand Rapids, Mich.
Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
 Excelsior Packing Co., Second & Smith Sts., Cincinnati, Ohio.
 Excelsior Supply Co., Second & Smith Sts., Cincinnati, Ohio.
Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
 Gardner Pad Co., Gardner, Mass.
 Henderson Excelsior & Packing Pad Co., Inc., Henderson, Ky.
 High Point Pad & Excelsior Co., High Point, N. C.
 Indiana Excelsior Co., Ind. Pythian Bldg., Indianapolis, Ind.
 North Jersey Excelsior Co., 88 Alyea St., Newark, N. Y.

Baled Excelsior
Excelsior Packing Pads
Wood Wool
DU PRE Manufacturing Co.
 Atlanta, Ga.

PIONEER EXCELSIOR
PACKING PADS

Not "just excelsior"—but a carefully manufactured product and the last word in reliable protection. Get samples and see for yourself!




Other products: Baled Fine Excelsior, Baled Wood Wool, Wood Wool Pads, and Jute Pads.

EXCELSIOR WRAPPER CO. EST. 1888
 GRAND RAPIDS, MICH.
 Sheboygan, Wis. 224 W. Kinzie St., Chicago

PADS, EXCELSIOR (Continued)

Orange Mfg. Co., Effland, N. C.
 Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.
 Philadelphia Excelsior Co., 716 N. Third St., Philadelphia, Pa.
 Phillips Excelsior Co., Chattanooga, Tenn.
 Quincy North Star Co., Quincy, Ill.
 St. Louis Excelsior & Sy. Co., 8 North Levee, St. Louis, Mo.
 Selle & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
 Sheboygan Pad Co., Sheboygan, Wis.
 Washington Excelsior & Mfg. Co., Foot of Main St., Seattle, Wash.
 Webster Bros. Mfg. Co., Mason City, Iowa.



PROTEX

WOOD WOOL
and
EXCELSIOR
PACKING PADS

"Good Packing
Insures Good Will"

H. W. SELLE & CO.
1000-1020
N. Halsted St.
CHICAGO

PADS, FURNITURE

Arbelt Co., S., 119 McKibben St., Brooklyn, N. Y.
 Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
 (See advertisement elsewhere in this issue.)
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Chicago Quilt Mfg. Co., 1357 Roosevelt Rd., Chicago, Ill.
 Detroit Canvas Co., 837 E. Larned St., Detroit, Mich.
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
 Dupre Mfg. Co., E. North Ave. & So. Ry., Atlanta, Ga.
 (See advertisement elsewhere in this issue.)

"PLAY SAFE"
USE "PROTECTO" PADS

Made of Extra Heavy Drill Denim, Layer Cotton Filled

Note: "PROTECTO" Pads New Stitching Adds to Strength and Durability.

SPECIAL PRICES

No. 12—Cut size of cloth 72x80.....\$30.00 per doz.
 No. 14—Cut size of cloth 54x72..... 23.50 per doz.
 No. 16—Cut size of cloth 36x72..... 17.00 per doz.
 Phonograph Covers 5.00 Each
 Canvas Piano Covers..... 12.00 Each

Write or wire your order.

CHICAGO QUILT MANUFACTURING CO.
 1355-57 Roosevelt Road Chicago, Ill.

FURNITURE
PADS

Strongly sewed with cross stitch.
 Evenly padded. Immediate shipment.
 TARPULINS—BURLAP—BAGS

FULTON BAG & COTTON MILLS, Inc.
 330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
 Atlanta Dallas St. Louis New Orleans Minneapolis



Every Genuine Maish Pad bears the Maish Label.

*The Proof of the Pad
 is in the Protection*

MAISH
LOADING
PADS

PROTECT! They afford the kind of protection demanded by careful moving and transfer men. Further—Maish Pads render long and satisfactory service. They are made of a one-piece layer of natural cotton, covered with sturdy dark brown drill and lockstitched with heavy carpet thread.

**Three Standard Sizes Carried in Stock
 for Immediate Delivery**

- No. 10. (Cut size of cloth, 36 x 72)
 (Approximate finished size, 36 x 66)
 No. 20 (Cut size of cloth, 54 x 72)
 (Approximate finished size, 54 x 66)
 No. 30 (Cut size of cloth, 72 x 80)
 (Approximate finished size, 66 x 80)

Packed in Corrugated Cartons—
 Shipping Units, One dozen of a size

For details and prices mail the coupon—Today!

The Chas. A. Maish Company
 Pad Manufacturers Since 1878

1125-27 Bank Street Cincinnati, Ohio

THE CHAS. A. MAISH COMPANY
 1125 Bank St., Cincinnati, Ohio

Without obligation please send complete information concerning Maish Loading Pads.

Name

Street

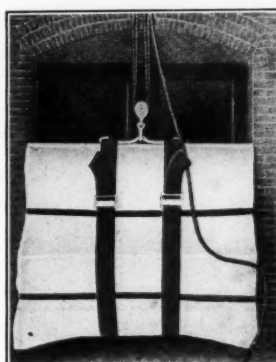
City State.....

PADS, FURNITURE (Continued)

Empire Mattress Co., 2231 W. Madison St., Chicago, Ill.
 Excelsior Wrapper Co., 224 W. Kinzie St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Hettrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.
 Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.
 Levine Bedding Co., David H., 80-86 Franklin St., New Haven, Conn.
 Little Rock Excelsior Mfg. Co., No. Little Rock, Ark.
 Louisville Bedding Co., Louisville, Ky.
 Lyons & Henly, Wabash Ave. & Jaxon Blvd., Chicago, Ill.
 Malish Co., Chas. A., 1125 Bank St., Cincinnati, Ohio.
 Malis Supply Co., 421 Arch St., Philadelphia, Pa.
 Milvo Awning & Tent Works, 101 W. Liberty St., Rome, N. Y.
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
 New York Drop Cloth Co., 159 Elecker St., New York, N. Y.
 Oshkosh Excelsior Co., Oshkosh, Wis.
 Ottawa Cushion Co., Rock Island, Ill.
 Peerless Packing Pad Co., 322 Fifth St., Jersey City, N. J.
 Peerless Whse. Sy. Co., 2815 Irving Park Blvd., Chicago, Ill.
 Perfect Packing Pad Co., 1130 Cherry St., Chicago, Ill.
 Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
 Richards Mfg. Co., 950 N. Eighth St., Philadelphia, Pa.
 Rochester Pad & Wrapper Co., Rochester, N. Y.
 Royal Bedding Co., 1012 N. 12th St., St. Louis, Mo.
 Seile & Co., H. W., 1000 N. Halsted St., Chicago, Ill.
 (See advertisement elsewhere in this issue.)
 Sheboygan Pad Co., Sheboygan, Wis.
 Standard Tent & Awning Co., Michigan & Orange St., Toledo, Ohio.
 Star Quilt Mfg. Co., 1855 W. Roosevelt Rd., Chicago, Ill.
 Union Carpet Lining Co., New London, Conn.
 Wagner Awning Mfg. Co., 2658 Scranton Rd., Cleveland, Ohio.

PIANO DERRICKS AND TRUCKS

Breen, Wm. H., 219-231 Rutherford Ave., Charlestown, Mass.
 Self-Lifting Piano Truck Co., Findlay, Ohio



Breen Lifting Harness

Showing piano slung in lifting harness and fastened to lifting bar by my patent buckles. The block is attached to the bar and ready to hoist. Piano movers heartily endorse this harness as a quick and sure method for hoisting. This harness can be readily adjusted to any style piano. Price of lifting harness, \$15.00. Price of upright piano cover with two small straps, \$17.00. Made of heavy duck, fleece lined. Stenciled name on cover, free.

WM. H. BREEN
 219-231 Rutherford Ave.
 Charlestown, Mass.

"IRON HORSE" BRAND Furniture Van Pads

Foremost in Quality, Workmanship
and Strength



KNOWN AS
THE BEST

A. L. Reach Textile Co., Inc.

Main Office and Sales Room
 222-224 East 42nd Street
 New York, N. Y.

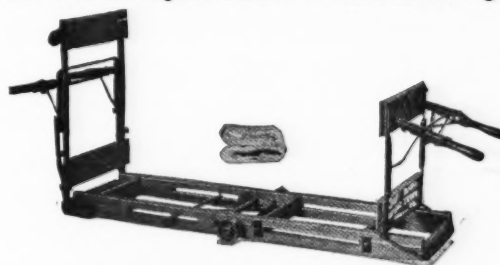
PARTITIONS, STEEL

Cyclone Fence Co., Waukegan, Ill.
 Ebinger Sanitary Mfg. Co., D. A., 180 Lucas St., Columbus, Ohio.
 Edwards Mfg. Co., 529 Erie St., Cincinnati, Ohio.
 Hauserman Co., E. F., 6802 Grant Ave., Cleveland, Ohio.
 Lyon Metallic Mfg. Co., City Limits, Aurora, Ill.
 Manufacturing Equip. & Eng. Co., 335 Marble St., Framingham, Mass.
 Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.
 Page Fence & Wire Prod. Assn., 215 N. Michigan Ave., Chicago, Ill.
 Phoenix Wire Works, Kirby Ave. and E. & G. T. R.R., Detroit, Mich.
 Smith, F. P., Wire & Iron Works, Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.
 Sonymetal Prod. Co., 1710 Urbana Rd., Cleveland, Ohio.
 Tyler Co., W. S., 3621 Superior Ave., N. E., Cleveland, Ohio.

PIANO COVERS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.
 Bauer, Frederick J., 64 Fourth Ave., New York, N. Y.
 Breen, Wm. H., 219 Rutherford Ave., Charlestown, Mass.
 (See advertisement elsewhere in this issue.)
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Buckeye Tent, Awning & Mfg. Co., 264 Spruce St., Columbus, Ohio.
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
 Driver Bros., Inc., 509 So. Green St., Congress St., Chicago, Ill.
 Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Goss Co., John C., Woodbridge & Bates St., Detroit, Mich.
 Holtzman, Henry, & Sons Co., Columbus, Ohio.
 Kennedy Car Liner & Bag Co., Shelbyville, Ind.
 Kimball Co., W. W., 308 S. Wabash Ave., Chicago, Ill.
 New Haven Quilt & Pad Co., 80 Franklin St., New Haven, Conn.
 Upson-Walton Co., 1286 W. Eleventh St., Cleveland, Ohio.
 Wilcox Co., M. I., Toledo, Ohio.

HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



Truck with Straps, \$39.00

The New Buckeye Sill Piano Truck is designed for stair and general handling of grand and upright pianos.

The center wheel construction allows the truck to balance and turn without the usual lifting of the Truck and the scraping and marring of the floors.

No lifting is required to place the truck on the center wheels, just push down the bail, or lifting lever.

Hard wood sills, well bolted together forming a truss, make the platform of the truck sufficiently stiff and rigid to stand the heavy duty that these Trucks are subject to.

Also City Skid Trucks, eight styles of End Trucks, Piano Hoists, Covers, and Special Straps. Ask for circular.

Manufactured by

SELF-LIFTING PIANO TRUCK CO.
 FINDLAY, OHIO

RACKS, STORAGE

Art Metal Construction Co., Jamestown, N. Y.
 Berger Mfg. Co., Canton, Ohio.
 Durand Steel Locker Co., 1537 Fort Dearborn Bank Bldg., Chicago, Ill.
 Heller, P. A., & Sons, 217 Griswold St., Detroit, Mich.
 Irving Iron Works Co., Dutchkill Creek & 3rd St., Long Island City, N. Y.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lupton's Sons Co., David, Allegheny Ave. & Tulip St., Philadelphia, Pa.
 Lyon Metallic Mfg. Co., Aurora, Ill.
 Manufacturing Equip. & Eng. Co., 355 Marble St., Framingham, Mass.
 Medart Mfg. Co., Fred, Pontiac & DeKalb Sts., St. Louis, Mo.
 Mills Co., The, 5320 St. Clair Ave., Cleveland, Ohio.
 New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.
 Penn Rivet Co., 3rd & Huntington Sts., Philadelphia, Pa.
 Perfection Metal Container, 3602 E. 82nd St., Cleveland, Ohio.
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.
 Service Steel Prod. Co., 914 W. North Ave., Chicago, Ill.

To advertise a Service that is Good
 Is just what *Body* needs—and that is *Food*.
 It stimulates—Supplies demands of Health,
 And, in the end, ope's wide the gates to Wealth.

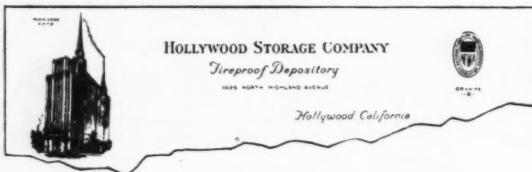
"Pop."

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

SAWS, MACHINE

American Saw & Mfg. Co., 71 Boylston St., Springfield, Mass.
 American Saw Mill Mch. Co., Hackettstown, N. J.
 Atkins, E. C. & Co., Inc., 402 S. Illinois St., Indianapolis, Ind.
 C. H. & E. Mfg. Co., Milwaukee, Wis.
 Challenge Co., 193 River St., Batavia, Ill.
 Cresson-Morris Co., 18th & Allegheny Aves., Philadelphia, Pa.
 Diaston, H. & Sons, Inc., Tacony Sta., Philadelphia, Pa.
 Electro-Magnet Tool Co., Cicero, Ill.
 Fairbanks, Morse & Co., So. Wabash Ave., Chicago, Ill.
 Kaetker Saw Co., 4600 Spring Grove Ave., Cincinnati, Ohio.
 Kennedy, Ralph M., 111 No. 7th St., Philadelphia, Pa.
 Lippert Saw Co., E. T., 19 Lincoln Ave., Millvale, Pittsburgh, Pa.
 Michel Elec. Hand Saw Co., 1801 Bernice Ave., Chicago, Ill.
 Neal Handy Saw Co., 7208 Euclid Ave., Cleveland, Ohio.
 New Holland Machine Co., New Holland, Pa.
 New Winona Mfg. Co., Winona, Minn.
 Ohlen-Bishop Co., Columbus, Ohio.
Onan, D. W., & Sons, 43 Royalston Ave., Minneapolis, Minn.
 Oshkosh Mfg. Co., Oshkosh, Wis.
 Ransome Concrete Mch. Co., Dunellen, N. J.
 Schmidt Bros. Co., Davenport, Iowa.
 Simonds Saw & Steel Co., Fitchburg, Mass.
 Taylor Iron Works & Supply Co., Macon, Ga.
 Trevor Mfg. Co., 168 Market St., Lockport, N. Y.
 Wallace, J. D., & Co., 107 S. California Ave., Chicago, Ill.
 Worth Machinery Manufacturers, Los Angeles, Cal.

A Boost for Onan "Safty Saw"



"We are indeed pleased."

For cutting crating lumber, re-sizing lumber and for the many sawing jobs around a warehouse, Onan "Safty Saw" does the work in minutes where the old laborious hand methods required hours.

Many warehousemen have not one, but several "Safty Saws" on their payroll. The Hollywood Storage Company say of theirs "we wonder how we ever got along without it."

Plugs into the light socket, portable as a wheelbarrow—a time and money saver. We'll send you one and let you try it out. Just write and tell us you're willing to give it a trial. It will be on the way at once.

D. W. ONAN & SONS
 62 Royalston Ave.
 Minneapolis, Minn.

SCALES

American Kron Scale Co., 430 E. 53rd St., New York, N. Y.
 American Scale Co., 517 Delaware St., Kansas City, Mo.
 Barker & Son, Samuel P., Scranton, Pa.
 Beckman Bros., Des Moines, Iowa.
 Brunner Foundry & Mch. Co., Peru, Ill.
 Buffalo Scale Mfg. Co., Inc., 1200 Niagara St., Buffalo, N. Y.
 Chicago Scale Co., 7740 So. Chicago St., Chicago, Ill.
 Dayton Scale Co., Dayton, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Fairbanks & Co., E. & T., St. Johnsbury, Vt.
 Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
 Gaston Scale Co., Beloit, Wis.
 General Automatic Scale Co., 310 S. 1st St., St. Louis, Mo.
 Howe Scale Co., Rutland, Vt.
 International Business Machines Corp., 50 Broad St., New York, N. Y.
 Meadows Mfg. Co., Bloomington, Ill.
 Merrick Scale Mfg. Co., Sumner St., Passaic, N. J.
 Moline Implement Co., Inc., Moline, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 Pneumatic Scale Corp., Ltd., Norfolk Downs, Mass.
 Sawyer Spec. Scale Co., Jacksonville, Fla.
 Smith Scale Co., 93 W. Gay St., Columbus, Ohio.
 Standard Scale & Supply Co., 412 First Ave., Pittsburgh, Pa.
 Stimpson Computing Scale Co., Louisville, Ky.
 Toledo Scale Co., Toledo, Ohio.
 Weightograph Co., 310 So. First St., St. Louis, Mo.
 Winslow Government Standard Scale Wks., Terre Haute, Ind.

STENCIL MACHINES

Auto-Mailing Mch. Co., Inc., Fitchburg, Mass.
Bradley Mfg. Co., A. J., 101 Beekman St., New York, N. Y.
 Diagraph Stencil Mch. Corp., 1626 Kings Highway Blvd., St. Louis, Mo.
 Ideal Stencil Mch. Co., 113 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co., 100 Marsh Bldg., Belleville, Ill.
 United Autograph Register, 2316 W. 43rd St., Chicago, Ill.



The BRADLEY

The Latest and Best Circular
 Stencil Cutting Machine
 Ever Produced

Four models, to cut $\frac{1}{8}$ ", $\frac{3}{8}$ ",
 $1\frac{1}{4}$ " and $1\frac{1}{2}$ " Letters. See last
 month's issue for illustration of
 Horizontal Machine.

Drop Forged Steel Punches
 All Parts Interchangeable.
 Machines Sent on Trial

Write for prices on Stencil Machines
 and on Stencil Paper, Pots and Ink.
 The Bradley Ball Marking Pot is the
 Best. Our Oil Board and Inks are
 unexcelled.

A. J. BRADLEY MFG. CO.
 101 BEEKMAN ST. NEW YORK



TARPAULINS

Astrup Co., 2937 W. 25th St., Cleveland, Ohio.
 Atlanta Tent & Awning Co., Atlanta, Ga.
 Baker-Lockwood Mfg. Co., 618 Delaware St., Kansas City, Mo.
 Bethlehem Shipbuilding Corp., Ltd., Bethlehem, Pa.
 Boyle & Co., Inc., John, 112 Duane St., New York, N. Y.
 Brooke Tarpaulin Co., 429 Celeste St., New Orleans, La.
 Brooklyn Bag Mfg. Co., 728 Atlantic Ave., Brooklyn, N. Y.
 Buckeye Tent & Awning Mfg. Co., 264 Spruce St., Columbus, Ohio.
 Carrie-Gouldie Mfg. Co., 22nd & Grand Ave., Kansas City, Mo.
 Carpenter & Co., Geo. B., 440 N. Wells St., Chicago, Ill.
 Channon Co., H., 149 N. Market St., Chicago, Ill.
 Clifton Mfg. Co., Waco, Texas.
 Couch Bros. Mfg. Co., Atlanta, Ga.
 Dafeo Rustice Co., 4042 W. Jefferson St., Detroit, Mich.
 Des Moines Tent & Awning Co., 913 Walnut St., Des Moines, Iowa.
 Donnelly, Son & Putnam, 23 Lispenard St., New York, N. Y.
 Driver Bros., Inc., 500 So. Green St. cor. Congress St., Chicago, Ill.
Fulton Bag & Cotton Mills, 330 Wythe Ave., Brooklyn, N. Y.
 (See advertisement elsewhere in this issue.)
 Goss Co., J. C., Woodbridge & Bates Sts., Detroit, Mich.
 Henth & Son, E. F., 225 Warren St., Newark, N. J.
 Hettrick Mfg. Co., Summit & Magnolia St., Toledo, Ohio.
 Hoegge Co., Inc., W. H., 138 S. Main St., Los Angeles, Cal.
 Hooper & Sons Co., Wm. E., 3502 Parkdale St., Baltimore, Md.
 Humphry's Sons, H. A., 1020 Callowhill St., Philadelphia, Pa.
 Iden Co., Wm. A., 564 Washington Blvd., Chicago, Ill.
 Jacksonville Tent & Awning Co., Jacksonville, Fla.
 Landers Bros. Co., 837 Buckingham St., Toledo, Ohio.
 Lehon Co., 4411 Oakley Ave., Chicago, Ill.
 Pittsburgh Waterproof Co., 435 Liberty Ave., Pittsburgh, Pa.
Reach Textile Co., A. L., 222 E. 42nd St., New York, N. Y.
 (See advertisement elsewhere in this issue.)
 Seattle Tent & Awning Co., Postal Telegraph Bldg., Seattle, Wash.
 Smith Co., Arthur F., 139 Spring St., New York, N. Y.
 Swanfeldt, 224 S. Main St., Los Angeles, Cal.
 U. S. Tent & Awning Co., 701 N. Sangamon St., Chicago, Ill.
 Upson-Walton Co., 1286 W. 11th St., Cleveland, Ohio.
 Valley Mills, LaGrange, Ga.
 Wenzel Tent & Duck Co., Herman, 1935 Paul St., St. Louis, Mo.
 Wheeling Tent & Awning Co., Wheeling, W. Va.
 Wyandotte Awning & Tent Co., Kansas City, Kan.

TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
 Baker Co. R. & L., 2185 W. 25th St., Cleveland, Ohio.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Case Threshing Co., J. I., Racine, Wis.
 Caterpillar Tractor Co., San Leandro, Cal.
 Clark Truck Tractor Co., Buchanan, Mich.
 Cleveland Tractor Co., Lamb & Euclid Aves., Cleveland, Ohio.
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
 Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.
 Kilbourne & Jacobs Co., Columbus, Ohio.
 Lakewood Eng. Co., Berea Road, Cleveland, Ohio.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Monarch Tractors, Inc., Watertown, Wis.
 Omaha Steel Works, Omaha, Neb.
 Prescott Co., Sumner K., 1 W. Lander St., Seattle, Wash.
 Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Townmotor Co., Cleveland, Ohio.
 Tractor Co., J. T., 179th & St. Clair Ave., Cleveland, Ohio.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Yuba Mfg. Co., San Francisco, Cal.

Why should a man Prosperity Expect,
 If, to secure it, he the means neglect?
 As Soil—its own to hold—needs fertilizing,
 So Business—new or old—needs Advertising.

"Pop."

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

TRAILERS

Fruehauf Trailer Co., 1940 Harper Ave., Detroit, Mich.
Highway Trailer Co., Edgerton, Wis.
 Kilbourne & Jacobs Mfg. div. of Case Crane & Engineering Co., Columbus, Ohio.
 Lapeer Trailer Co., Lapeer, Mich.
 Lee Trailer & Body Co., 2343 S. LaSalle St., Chicago, Ill.
 Shadbolt Mfg. Co., Flushing Ave. & Cumberland St., Brooklyn, N. Y.
 Trailmobile Co., 31st & Robertson Sts., Cincinnati, Ohio.

QUALITY AT QUANTITY COST



Manufactured
in the world's
largest trailer
plant, with
one profit and
one overhead.

4-Wheel Reversible Circle Steer Trailers

2 Ton: \$550 4 Ton: \$750 6 Ton: \$1050

**HIGHWAY
TRAILER CO.**

EDGERTON, WISCONSIN

TRAILERS, INDUSTRIAL TRUCK

Arcadia Trailer Co., Newark, N. Y.
 Automatic Transportation Co., 2935 Main St., Buffalo, N. Y.
 Biehl Iron Works, Inc., Reading, Pa.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Koppel Industrial Car & Equip. Co., Koppel, Pa.
 Crescent Truck Co., 169 N. 10th St., Lebanon, Pa.
 Eadie Trailer Corp., 191 Ninth Ave., New York, N. Y.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Hercules Trailer Mfg. Co., 1327 Sante Fe Ave., Los Angeles, Cal.
 Howe Chain Co., Muskegon, Mich.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Lyon Iron Works, Inc., Greene, N. Y.
 Menasha Wood Split Pulley Co., Menasha, Wis.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Michigan Truck & Lumber Co., c/o Bartlett Lumber Co., 1600 E. Davidson St., Detroit, Mich.
Nutting Truck Co., Faribault, Minn. (See advertisement elsewhere in this issue.)
 Omaha Steel Works, Omaha, Neb.
 Streich & Bro. Co., A., Oshkosh, Wis.
 Warren Mfg. Co., Springfield, Mass.
 Welded Prod. Mfg. Co., 851 Kinnickinnic Ave., Milwaukee, Wis.
 West Bend Equip. Co., West Bend, Wis.
 Whitehead & Kales Co., 2361 Beecher Ave., Detroit, Mich.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.

TRUCKS, HAND

Aeromotor Co., 2500 W. Roosevelt Rd., Chicago, Ill.
 American Pulley Co., 4200 Wissahickon Ave., Philadelphia, Pa.
 Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
 Backus, Jr., A., & Sons, 1540 Lafayette Blvd., Detroit, Mich.
 Baltimore Cooperage Co., Ostend & Creek Sts., Baltimore, Md.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Buss Machine Works, Holland, Mich.
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
 Chicago Scale Co., 7740 S. Chicago Ave., Chicago, Ill.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Cleveland Wire Spring Co., 1283 E. 38th St., N. E., Cleveland, Ohio.
 Colson Co., Elyria, Ohio.

Twenty Hand Trucks in One—

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Saves Damage Claims in Furniture Warehouses

This truck will save time and money in any warehouse because the adjustable feature makes a battery of trucks unnecessary. It can be adjusted to fit the load. Don't risk handling difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you can give it. The price is only \$39.75, and it's well worth the money. One man with it can do the work of four without.

The Heerlein Adjustable Hand Truck Co.
 285 5th Ave., Astoria, L. I., N. Y.

TRUCKS, HAND (Continued)

Conkey & Co., H. D., Mandota, Ill.
 Diamond State Fibre Co., East Bridgeport, Pa.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Equipment Mfg. Co., 1848 E. 6th St., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Fairbanks Morse & Co., 900 S. Wabash Ave., Chicago, Ill.
 Fibreone Co., Inc., Waltham, Mass.
 Francis Co., Chas. E., Rushville, Ind.
 Globe Vise & Truck Co., 1451 Front St., N. W., Grand Rapids, Mich.
 Grand Rapids Foundry Co., Grand Rapids, Mich.
 Grand Rapids Hand Screw Co., 1430 Front St., N. W., Grand Rapids, Mich.
 Hamilton Caster & Mfg. Co., Hamilton, Ohio.
Heerlein Furn. Hand Truck Co., 285 Fifth Ave., Astoria, L. I., N. Y.
 Howe Chain Co., 110 Clay Ave., E., Muskegon, Mich.
 Howe Scale Co., Rutland, Vt.
 Hughes Steel Equip. Co., Allegan, Mich.
 Illinois Iron & Bolt Co., Carpentersville, Ill.
 Kilbourne & Jacobs Mfg. Co., Columbus, Ohio.
 Koenig & Co., Edward L., 569 West Lake St., Chicago, Ill.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lansing Co., 602 Cedar St., Lansing, Mich.
 Leatheroid Mfg. Co., Kennebunk, Maine.
 Lewis Co., G. B., Watertown, Wis.
 Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.
 Loudon Mchv. Co., 1115 Broadway, Fairfield, Iowa.
 Lyon Iron Works, Inc., Greene, N. Y.
 McFarlane & Co., Inc., H., 322 S. Grand St., Chicago, Ill.
 McKinney Mfg. Co., Liverpool & Metropolitan Sts., Pittsburgh, Pa.
 Marion Tool Works, Marion, Ind.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 National Vulcanized Fibre Co., East Wilmington, Del.
 New Britain Mche. Co., 140 Chestnut St., New Britain, Conn.
Nutting Truck Co., Faribault, Minn.
 Ohio Galvanizing & Mfg. Co., Niles, Ohio.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
 Revolver Co., 336 Garfield Ave., Jersey City, N. J.
 Rogers Fibre Co., 125 Beach St., Boston, Mass.
 Ross Carrier Co., Benton Harbor, Mich.
 Seaman Paper Co., 360 No. Michigan Ave., Chicago, Ill.
Self Lifting Piano Truck Co., Findlay, Ohio. (See advertisement elsewhere in this issue.)
 Sheffield Car Co., Three Rivers, Mich.
 Standard Scale & Supply Corp., 412 First Ave., Pittsburgh, Pa.
 Sterling Wheelbarrow Co., 6300 Fullen St., West Allis, Milwaukee, Wis.
 Stuebing-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Streich & Bro. Co., A., Oshkosh, Wis.
 Towsley Mfg. Co., John J., Cincinnati, Ohio.
 Transmission Ball Bearing Co., Inc., 1053 Military Rd., Buffalo, N. Y.
 Tucker & Dorsey Mfg. Co., S. State & Bates Sts., Indianapolis, Ind.
 Warren Mfg. Co., Springfield, Mass.
 Warsaw Elevator Co., 216 Fulton St., Warsaw, N. Y.
 West Bend Equip. Co., West Bend, Wis.
 Western Wheelbarrow Mfg. Co., So. Fort Smith, Ark.
 Whitehurst Mfg. Corp., R. W., Norfolk, Va.
 Yale & Towne Mfg. Co., Stamford, Conn.
 Zering Mfg. Co., H., Brownway & Railroad Sts., Oakley, Cincinnati, Ohio.



Figure 300

Look
it over!

—and look underneath, too! Then you'll see the strength and care we put into every Nutting Floor Truck —and why they give owners 10, 20 and even 30 years of service. Write for Bulletin G-6.

NUTTING TRUCK CO.
 1657 Division St. Faribault, Minn.



TRUCKS, INDUSTRIAL

Anchor Post Iron Works, 9 East 38th St., New York, N. Y.
 Atlas Car & Mfg. Co., 1100 Ivanhoe Rd., Cleveland, Ohio.
 Automatic Transportation Co., Inc., 2935 Main St., Buffalo, N. Y.
 Baker Co., R. & L., 2185 W. 25th St., Cleveland, Ohio.
 Buda Co., Harvey, Ill.
 Clark Tractor Co., Buchanan, Mich.
 Crescent Truck Co., 160 No. 10th St., Lebanon, Pa.
 Electric Wheel Co., Walton Heights, Quincy, Ill.
 Elwell-Parker Elec. Co., 4000 St. Clair Ave., Cleveland, Ohio.
 Fairbanks Co., 416 Broome St., New York, N. Y.
 Howe Chain Co., 110 Clay Ave. E., Muskegon, Mich.
 Kent Machine Co., Kent, Ohio.
 Koppel Industrial Car & Equip. Co., Koppel, Pa.
 Ladel Mfg. Co., New Philadelphia, Ohio.
 Lakewood Eng. Co., Berea Rd., Cleveland, Ohio.
 Lyon Iron Works, Inc., Greene, N. Y.
 Market Forge Co., Everett, Mass.
 Mercury Mfg. Co., 4130 S. Halsted St., Chicago, Ill.
 Miami Mfg. Co., Peru, Ind.
 New Britain Mch. Co., 140 Chestnut St., New Britain, Conn.
Nutting Truck Co., Faribault, Minn.
 Ottumwa Iron Works, Inc., Ottumwa, Iowa.
 Peerless Wire Goods Co., 2910 Ferry St., Lafayette, Ind.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.

TRUCKS, TIERING

Alvey Ferguson Co., 70 North Ave., Cincinnati, Ohio.
 Anderson Elec. Car Co., Detroit, Mich.
 Atlas Car & Mfg. Co., Cleveland, Ohio.
 Automatic Trans. Co., 2939 Main St., Buffalo, N. Y.
 Baker R. & L. Co., 2185 W. 25th St., Cleveland, Ohio.
 Barrett-Cravens Co., 1328 W. Monroe St., Chicago, Ill.
 Chase Foundry & Mfg. Co., 2800 Parsons Ave., Columbus, Ohio.
 Clark Co., Geo. P., 10 Canal St., Windsor Locks, Conn.
 Conkey & Co., H. D., Mendota, Ill.
 Couple Gear Elec. Truck Co., Grand Rapids, Mich.
 Crescent Truck Co., 160 N. 10th St., Lebanon, Pa.
 Diamond State Fibre Co., East Bridgeport, Pa.
 Economy Eng. Co., 2631 W. Van Buren St., Chicago, Ill.
 Elwell-Parker Elec. Co., 400 St. Clair Ave., Cleveland, Ohio.
 Grand Rapon Vapor Kiln, Grand Rapids, Mich.
 Hydraulic Press Mfg. Co., 83 Lincoln Ave., Mt. Gilead, Ohio.
 Lakewood Eng. Co., Cleveland, Ohio.
 Lutz Co., Inc., Morris & Bambrey Sts., Philadelphia, Pa.
 Mercury Mfg. Co., 4130 Halsted St., Chicago, Ill.
 National Scale Corp., 25 Ware St., Chicopee Falls, Mass.
 New Jersey Fdry. & Mch. Co., 90 West St., New York, N. Y.
 Plimpton Lift Truck Corp., 10 Elm Court, Stamford, Conn.
 Puffer, Hubbard Mfg. Co., 32nd Ave. So., cor. E. 26th St., Minneapolis, Minn.
 Revolverator Co., 336 Garfield Ave., Jersey City, N. J.
 Ross Carrier Co., Benton Harbor, Mich.
 Service Caster & Truck Co., Albion, Mich.
 Lewis-Shepard Co., 117 Walnut St., Watertown Sta., Boston, Mass.
 Standard Conveyor Co., 315 Second Ave. N. W., No. St. Paul, Minn.
 Stuebeling-Cowan Co., 311 E. Court St., Cincinnati, Ohio.
 Terminal Eng. Co., Inc., 17 Battery Pl., New York, N. Y.
 Union Steel Prod. Co., 132 N. Berrien St., Albion, Mich.
 Yale & Towne Mfg. Co., Stamford, Conn.

TRUCK TRANSMISSIONS

Warford Corp., 44 Whitehall St., New York, N. Y.

WHEELS

Budd Wheel Co., 25th & Hunting Park Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
 Morand Cushion Wheel Co., 818 S. May St., Chicago, Ill.
 Sewall Oushion Wheel Co., 6468 Gratiot St., Detroit, Mich.

WORK SUITS

Arbuthnot-Stevenson Co., 801 Penn Ave., Pittsburgh, Pa.
 Automotive Garment Co., Kansas City, Mo.
 Brownstein-Lewis Co., 751 So. Figueroa St., Los Angeles, Cal.
 Burnham, Munger, Root Dry Goods Co., 8th & Broadway, Kansas City, Mo.
 Carhart-Hamilton Cotton Mills, Michigan Ave. & Kent St., Detroit, Mich.
 Cohn, Goldwater Co., 216 So. Los Angeles St., Los Angeles, Cal.
 Cowden Mfg. Co., 412 W. 8th St., Kansas City, Mo.
 Crown Overall Mfg. Co., 3rd & Plum Sts., Cincinnati, Ohio.
 Etymson & Wolf, 360 W. Washington St., Indianapolis, Ind.
 Eldier Mfg. Co., 13th & Lucas Sts., St. Louis, Mo.
 Finch, Van Slyck & McConville, Park Square, St. Paul, Minn.
 Finck & Co., W. M., 3708 Gratiot Ave., Detroit, Mich.
 Fleischner, Mayer & Co., Portland, Ore.
 Globe Superior Corp., Abingdon, Ill.
 Goll & Frank Co., East Water & Buffalo Sts., Milwaukee, Wis.
 Greenbaum, Weil & Michels, 742 Mission St., San Francisco, Cal.
 Hanke Bros., Main & 12th Sts., Cincinnati, Ohio.
 Hettrick Mfg. Co., Summit & Magnolia Sts., Toledo, Ohio.
 Hirsch-Wels Mfg. Co., Portland, Ore.
 Lamb Mfg. Co., 1301 Wabash Ave., Terre Haute, Ind.
 Larned-Carter & Co., 1210 Eighth St., Detroit, Mich.
 Lee Co., H. D., 20th & Wyandotte Sts., Kansas City, Mo.
 Lindeke, Warner & Son, St. Paul, Minn.
 McDonald Mfg. Co., R. L., St. Joseph, Mo.
 Miller & Co., Inc., E. B., Chattanooga, Tenn.
 Miller Mfg. Co., Paris, Texas.
 Miller Mfg. Co., O. R., Dallas, Texas.
Motor Suit Mfg. Co., 710 Central St., Kansas City, Mo.
 Nunnally & McCrea Co., Atlanta, Ga.
 Oberman Mfg. Co., D. M., Jefferson City, Mo.
 Oppenheimer & Co., M., 938 Penn St., Pittsburgh, Pa.
 Oshkosh Overall Co., Oshkosh, Wis.
 Phoenix Mfg. Co., 1201 So. Sharp St., Baltimore, Md.
 Pierson Mfg. Co., Quincy, Ill.

WORK SUITS—(Cont'd)

Pittsburgh Dry Goods Co., 933 Pennsylvania Ave., Pittsburgh, Pa.
 Protetail Co., Abingdon, Ill.
 Ranney-Davis Merc. Co., Arkansas City, Kans.
 Red Diamond Clothing Co., 801 Lucas St., St. Louis, Mo.
 Rice-Stix Co., 16th & Washington Ave., St. Louis, Mo.
 Richardson Dry Goods Co., St. Joseph, Mo.
 Rockford Overall Mfg. Co., Rockford, Ill.
 Sanger Brothers, Dallas, Texas.
 Scott Mfg. Co., Cyrus W., Houston, Texas.
 Scowcroft & Sons Co., John, Ogden, Utah.
 Sibbett Mfg. Co., Oakland, Cal.
 Signal Shirt Co., Racine, Wis.
 Smith-McCord-Townsend Dry Goods Co., 8th & Broadway, Kansas City, Mo.
 Spokane Dry Goods Co., Spokane, Wash.
 Standard Tent & Awning Co., Cor. Michigan & Orange Sts., Toledo, Ohio.
 Strauss Bros., 100 Hopkins Pl., Baltimore, Md.
 Strauss, Levi & Co., Battery & Pine Sts., San Francisco, Cal.
 Stuart, Keith & Co., Fayette & Greene Sts., Baltimore, Md.
 Sweet, Orr & Co., 15 Union Square, New York, N. Y.
 Union Special Overall Co., Plum & 14th St., Cincinnati, Ohio.
 Volunteer Mfg. Co., Nashville, Tenn.
 Welch-Cook-Bells Co., Cedar Rapids, Iowa.
 Wheeler & Motter Merc. Co., 7th & Sylvania Sts., St. Joseph, Mo.
 Wyman-Partridge & Co., 4th St. & 1st Ave. No., Minneapolis, Minn.
 Zions' Co-oper. Merc. Institution, Salt Lake City, Utah.

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With each twelve suits or coats ordered we include one extra suit or coat—no charge

Buy Uniforms at Wholesale Cost!
 Sell Them to Your Men at a Saving—

Warehouse, storage, and transfer men look best in uniform. They advertise your business, and give the public confidence in your institution.

"Allova" Work Suits outfit your men at low cost. These sturdy, good-looking, one-piece suits wear long and well. Made of first quality materials. Cut big and roomy. Every seam stitched to stay. Pockets reinforced with double thickness of material. All buttons covered. Made in solid blue, khaki, or blue and white striped and blue and khaki striped. Sizes 34 to 50. Ten per cent additional for sizes 46 to 50.

We embroider your name or trademark in fast colors. Choice of red, blue, white or black. Satisfaction guaranteed. Be sure to state sizes wanted.

If not perfectly satisfactory, return suit at our expense.



\$3.25
and
Less

\$325

each
including lettering of
name or trademark

With each twelve suits or coats ordered, we include one extra suit or coat—no charge.

Order a sample suit today

MOTOR SUIT COMPANY, Dept. 61

Plants: { 701 Central Street, Kansas City, Mo.
 327 So. Market Street, Chicago, Ill.
 107 N. Austin, Dallas, Texas.

Nobody Pays for It

Nobody pays for the time and labor saving machine which cuts down the warehouseman's overhead and increases his handling capacity—it pays for itself.

Nobody pays for the motor truck which builds business and increases distribution efficiency—it pays for itself. Nobody pays for the advertising which cuts down selling cost and puts business on a quantity basis—it pays for itself.

—With credit to Campbell's Current.

Your health is your greatest asset



BUY CHRISTMAS SEALS and help us to keep you healthy

THE NATIONAL, STATE AND LOCAL TUBERCULOSIS ASSOCIATIONS OF THE UNITED STATES

CLASSIFIED ADVERTISING

Mr. Warehouseman—

What Have You That You Want to Sell and What Is It You Want to Buy?

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

The right is reserved to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

Classified Department

Distribution and Warehousing Publications, Inc.

249 W. 39th St., New York

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The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

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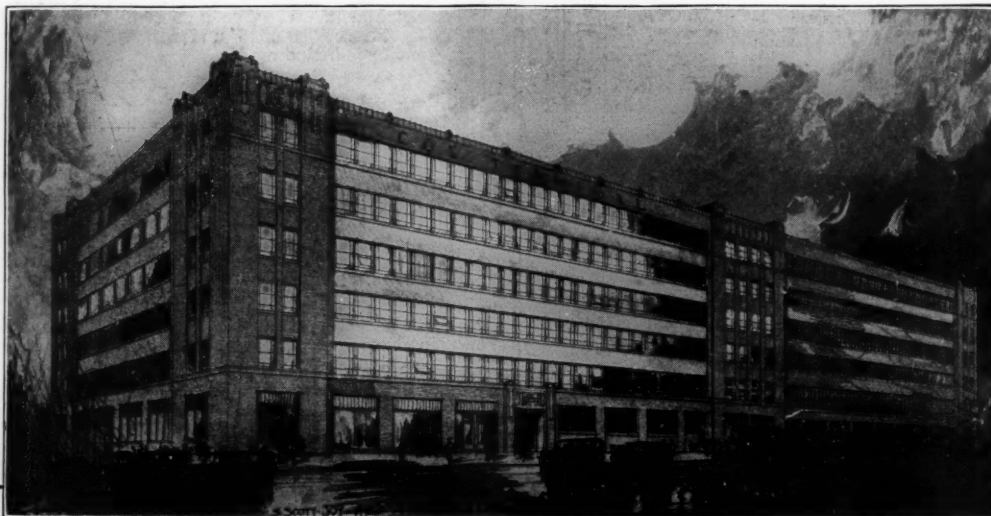
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